

Saad Ghori

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OBJECTIVE

Aspiring software developer with technical expertise and product management experience seeking to make a significant impact in an innovative organization. I have led multiple projects and cross-functional teams to successfully launch and release multiple iterations of SaaS products across North America.

SKILLS

- Object-Oriented Programming
- C, C++
- JavaScript (Node.js, ES6)
- HTML/CSS
- SQL
- SCRUM & Agile Methodology
- Debugging
- A/B Testing
- Project & Team Management

TOOLS

- Jira
- Webflow
- Trello, Slack
- Visual Studio, VSCode
- SQL developer, MySQL
- Microsoft Office & Google Workspace
- Git

PROJECTS

Tetris

C++, raylib

- Implemented object-oriented programming concepts, to create modular and extensible code
- Designed and implemented a grid system for Tetris block placement and movement
- Incorporated features such as score tracking, and the ability to view the next tetromino's shape for an engaging gaming experience

saadghori.github.io

JavaScript, HTML, CSS

- Designed and developed a simple retro-themed portfolio website, evoking an engaging 8-bit aesthetic
- Ensured a responsive design to provide an optimal user experience across various devices and screen sizes.
- Incorporated an interactive form to facilitate user engagement and inquiries, enhancing the website's functionality

Database - Restaurant Management System

SQL Developer (Oracle)

- Created a database design for a small sized restaurant encompassing crucial modules: employees, ordering, and products
- Implemented three levels of database normalization, ensuring data integrity and reducing redundancy
- Composed SQL queries to generate pivotal business reports, including wage calculations for employees based on shifts and hours worked, real-time order tracking with assigned servers, and comprehensive recipe listings for the entire menu

WORK EXPERIENCES

Investment Representative

June 2022 - Oct 2022

TD Wealth - Direct Investing, Canada – leading financial services provider in North America

- Handled approx. **50-60 calls daily**, providing clients with legendary experiences through efficient, effective, and friendly client service
- Provided advanced guidance and expertise to clients on how TD's digital assets can help them meet their financial needs
- Educated and imparted knowledge of financial products & financial market trends to clients of Canada's largest self directed brokerage
- Executed complex transactions as per client instructions in accordance with IIROC regulations and TD DI policies and procedures

Product Manager - Restaurant Tech

Dec 2020 - Oct 2021

Innowi, USA (Remote) – Silicon Valley startup providing restaurant & retail management solutions across North America

- **Led a cross-functional team of 7** responsible for creating solutions that are redefining restaurant experiences
- Developed product roadmaps and strategies, enabling the successful launch of Self-Serve Kiosks, Handheld POS, Countertop POS, and KDS in over **500 Californian restaurants**
- Collaborated closely with the product+marketing team to create collateral and launch campaigns, both print and digital acquiring **new clients worth \$600,000**

- Interviewed customers, internal sales/support to gather requirements for development; worked with design & development teams, QA, and marketing team to ensure the software built surpasses customer expectations
- Played a key role in revamping Innowi's website and social media to make it more restaurant centric
- Successfully used SCRUM methodology to timely deliver various iterations of SaaS products

Product Marketing Associate - Retail Tech

Jan 2019 - Dec 2020

Innowi, USA (Remote) – Silicon Valley startup providing restaurant & retail management solutions across North America

- Conducted qualitative and quantitative market research to establish insights for product requirements and messaging
- Managed B2B client relationships, extensively gathering market demands and requirements
- Created marketing collateral and maintained the company's digital presence
- Co-led the project to **build the company's first innovation lab** that later conceived the product Self-Service Kiosk
- Made detailed product presentations that were pitched by the sales team to our corporate retail client.

Management Trainee - Corporate Banking

June 2017 - Jan 2019

JS Bank Ltd – One of the leading commercial banks of Pakistan

Participated in **two months of in-class training dedicated to soft skills** and the basics of banking. The training was followed by department rotations and ultimately a permanent job.

- Established and managed relationships with **30 corporate clients**, ensuring the clients' banking needs are catered to without delay or error
- Scrutinized and analyzed various clients' risk profiles through analysis of their financial health, their credit history, and the conditions of the industry they're operating in.
- Prepared and implemented the relevant documentation pertaining to credit applications of clients, i.e. Credit Memorandum, Obligor Risk Rating, Financial Spreads etc.

EDUCATION & CERTIFICATIONS

Seneca Polytechnic

Advanced Diploma - Computer Programming and Analysis (CGPA 4.0)

Jan 2023 – present

- President's Honour List – Winter & Summer 2023

Lahore University of Management Sciences

Aug 2013 - June 2017

BSc (Honors) - Accounting & Finance (CGPA 3.41)

- Dean's Honour List - Fall 2014
- Graduated with High Merit

CERTIFICATIONS: CSC, CPH, CPR First Aid