

SAMER ALJUNDI

samer.aljundi@gmail.com | <http://linkedin.com/in/sameraljundi>

Professional Summary:

As a seasoned project manager with over 12 years of experience, I blend business acumen and technical expertise to drive innovative product initiatives that enhance user satisfaction and deliver tangible business value. I have a proven track record of managing large-scale projects and cross-functional teams, and I am seeking a challenging role to leverage my skills in a forward-thinking organization.

- Over 12 years of experience overseeing multiple large-scale projects, managing teams, and delivering innovative product initiatives that drive business value.
- Demonstrated leadership and management skills, a deep understanding of business value, and the ability to lead large enterprise-level business deals
- Possesses an entrepreneurial mindset with a transformational outlook, self-awareness, and influencing abilities, technical creativity, customer-centricity, design intuition, and an innate drive to solve problems
- Conducted comprehensive business analysis for early-stage startups, including budgeting, competition, target audience, product scope, pricing, GTM, business model, and strategy formulation
- Utilized data-driven insights to analyze complex issues, make strategic decisions, and drive successful outcomes, with a bias towards action and quality

SKILLS:

Project Management Tools: JIRA, Confluence, Slack, Trello

Technologies: .NET Core, C#, SQL Server, Azure, ASP.NET, VB.NET

Product Management: JTBD, Opportunity Assessment, MVP, Wireframing, Business Model Canvas, Value Proposition, Customer Profiles, Design Thinking, Customer Journey, A/B and Multivariate Testing, Product-Led Growth

Business Analysis: Process Modeling and Automation, Data Modeling, Financial Analysis, Technical Writing, BI and Reporting

AI, ML, DL, and Data Science: Power BI, Knowledge of R, Octave, Python, ETL, Visualization

Full Stack Programming: Figma, Angular, React, CSS, JS, HTML, TS, Swagger, API, Node

PROFESSIONAL EXPERIENCE

DIGITAL BUSINESS CONSULTANT

Smart Fusion IT Consulting | Jul 2019 - May 2023

Provided strategic consulting services to 15 clients across various industries, focusing on delivering innovative digital solutions.

- Provided consultation around opportunity assessment, solution options, and vendor product selection.
- Developed a strategy for the execution of product roadmaps and identified ways to reduce application-related costs and increase efficiencies.
- Led product planning, delivery, and deployment to ensure alignment with technology standards and business requirements.
- Managed design, development, and QA aspects of the SDLC for various Minimum Viable Products (MVPs).
- Ensured adherence to standardized procedures, best practices, and function-specific processes.
- Drove growth of the Product Team through mentorship and continuous improvement targets while fostering an environment of collaboration and creativity.

SR. PROJECT MANAGER

ConSol | Aug 2018 - Jun 2019

Managed cross-functional teams in a complex matrix environment to successfully deliver large-scale strategic and tactical initiatives. Ensure projects are completed within budget, scope, schedule, resource, and quality constraints, while adhering to healthcare and regulatory requirements like HIPAA. Managed 5 teams, each consisting of 7-11 members, with a total budget of approximately \$7 million.

- Delivered an innovative medical appointment platform utilized by over 100 public and private hospitals, clinics, and medical centers, integrated with widely used EMR systems like EPIC and Cerner.
- Led the development and delivery of two web applications, a general API layer, five points of integration, and two mobile applications for a client.
- Minimized exposure and risk across multiple projects, managed scope, and mitigated risk, achieved revenue goals set for projects, and accurately forecasted revenue, profitability, margins, bill rates, and utilization across projects.
- Identified partnership opportunities and capitalized on "add-on" sales opportunities across projects, achieving "add-on" revenue goals, and worked in conjunction with the sales team to follow up on sales leads within practice, growing long-term relationships with clients.
- Effectively communicated relevant project/practice information to superiors and peers in other practices, raising the organization's visibility through involvement in local industry organizations.

BUSINESS DEVELOPMENT MANAGER

Wyllness | Nov 2016 - Jun 2018

Achieved partnerships and deals with new potential partners within the UAE, Gulf, and MENA market, expanding opportunities and communicating market needs for digital health solutions to internal stakeholders.

- Researched and identified revenue models and markets, resulting in successful prospecting, qualification, and cultivation of new leads.

PRODUCT OWNER

Smart Fusion LLC | Jan 2011 - Oct 2016

Led IT projects focusing on digital innovation, collaborating with senior management to deliver multi-million-dollar products.

Managed the delivery of 9 web apps, 5 APIs, and 7 mobile apps for vendor clients.

- Communicated product vision and collaborated with stakeholders to understand customer requirements.
- Created user stories and managed product backlog while participating in project planning and demos.
- Inspected usage metrics to influence direction and improve transparency across the organization.
- Delivered strategic IT operational plans that achieved company-level goals, minimized exposure, and drove product launches.
- Managed day-to-day decision-making, budget, schedules, work plans, and coordinated with marketing teams.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION (MBA)

Wollongong University | Australia | Graduated: Jun 2007

B. SC. BACHELOR'S DEGREE IN INFORMATION SYSTEMS ENGINEERING