

SAIF TAMER

Software Developer | BIS Student

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PROFESSIONAL SUMMARY

Business Information Systems student with 2+ years of hands-on experience building and shipping full-stack SaaS products from scratch. Proficient in Next.js, Express.js, FastAPI, PostgreSQL, and MongoDB with a strong focus on security, scalability, and clean architecture. Delivered real production systems including an AI-powered sales call analysis platform and a B2B skip tracing SaaS, both with enterprise-grade auth and encryption.

WORK EXPERIENCE

Lead Follow up Specialist | Ring and Rise, Remote

Jul 2025 – Present

- Worked as a lead follow up and closer for an investor under our company's name dealt with 20+ home owners per day closed 50+ deals
- Learned how to deal with heavy objections . grumpy homeowners , Discipline and most importantly how to be insanely calm

Sales Executive manager | STEM EC, Sheraton, EG

Feb 2025 – Jun 2025

- Trained and Maintained 50+ agents on how to sell and cold call efficiently and how to increase their conversion rate over by 30%
- Learnt how to use Excel , Power Query , power BI , Google sheets efficiently and how to store. Clean, process our Database entirely
- Collaborated with the Finance. Marketing, Tech Departments to bring maintain and bring new ideas to the company

Lead Generation Specialist | Peak point, Remote

Sep 2024 – Feb 2025

- Maintained 100+ Leads per month top achiever for over 3 consecutive months
 - I developed strong communication, persuasion, and problem-solving skills while consistently hitting lead generation goals
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EDUCATION

2nd Year, Faculty of Business Information Systems, Sadat academy for management science, Maadi

SKILLS AND LANGUAGES

1. **Frontend** – HTML/CSS, JavaScript, React, Next.js, Tailwind CSS.
 2. **Backend** – Express.js, FastAPI, Python.
 3. **Databases** – PostgreSQL, MongoDB.
 4. **Automation & Scraping** – Python, curl_cffi, BeautifulSoup, Selenium, Pandas.
 5. **Tools & platforms** – Vercel, Fly.io, Git/GitHub, supabase, Cloudinary, Assembly AI / Cohere, JWT / Auth, Pusher (realtime).
 6. **Sales & Business** – Excel, Power Query, Power BI, Google Sheets, Cold Calling, CRM tools.
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PROJECTS

Dialy | Full stack website

1. *Infra Structure Used*
 - a. *Vercel for front end Deployment*
 - b. *Fly.io for Backend Deployment*
 - c. *PostgreSQL for DB*
2. *Tech Used*
 - a. *Next.js for front end*
 - b. *Express.js for backend*
3. *Dialy Explained:*
 - a. *SAAS for real estate agents and quality control they can upload a real state outreach call and they get a response for what could they do better, what went wrong, what went well. And there's another part for the quality control to upload the voice record and get every piece of information about the property saved in a db table.*
4. *Features:*
 - a. *End to end encryption at rest.*
 - b. *Able to get all history encrypted and decrypt the response.*
 - c. *Rate limiting by IP address to prevent DDoS attacks.*
 - d. *Sanitized every db input to prevent sql injection.*
 - e. *Using next.js to prevent xss attacks on the front end.*
 - f. *Added otp verification to make sure the email is legitimate.*
 - g. *Enabled RLS security in the db to make sure the user see his rows only.*
 - h. *JWT auth with refresh token rotation (httpOnly cookies)*

Skipscope | Full stack website

5. *Infra Structure Used*
 - a. *Vercel for front end Deployment*
 - b. *Fly.io for Backend Deployment*
 - c. *Supabase for SQL db and auth*
6. *Tech Used*
 - a. *Next js for front end*
 - b. *Express.js for backend*
7. *Skipscope Explained:*
 - a. *Multi tenants Fullstack website that has Landing page client login page dashboard request sending and transaction history and admin page login with authenticator app for handling and reviewing all the requests and processing the whole Business*
8. *Features:*
 - a. *Separate Auth guard for admin / client page*
 - b. *World class authentication in the admin page used the authenticator app to be able to sign in*
 - c. *Build a Kanban Board from scratch made it scalable so admins can add remove edit or delete Kanban columns*
 - d. *Visualized the data into more clean understandable data in the dashboard and expenses tabs*
 - e. *Super Admin role for managing the admins / users*
 - f. *Encrypted sensitive data so nothing can be leaked*
 - g. *Added rate limiting*
 - h. *Added slack integration so most of the new activity / server errors bugs*
 - i. *Dark/light theme*

Daily Dashboard | Serverless Full Stack website

1. *Infra Structure Used*
 - a. *Vercel for front end with integrated backend Deployment*
 - b. *Mongodb for NOSQL db*
 - c. *pusher*
2. *Tech Used*
 - a. *Next js for front end / backend*
3. *DailyDashboard Explained:*
 - a. *Multi tenant fun website I did for me and my colleagues basically It's just a lead announcement website that I had integrated with a telegram bot to announce in our group and make a fun calm environment.*
4. *Features:*
 - a. *3 different roles (viewer, user, admin)*
 - b. *Viewer can just view the website can't announce leads, user can announce leads, admin can announce and manage campaigns, users, leads.*
 - c. *Turning .mp3 sounds into base64 in db*
 - d. *When you announce a lead your current sound is played on every online client page*
 - e. *Every user has its own sound can upload / remove or see the sound store for new sounds*
 - f. *Every new sound uploaded to the site goes into the sound store so anyone else can use that sound*
 - g. *Can change the announcement message as well as the mentions*

Scraping Tool | Local Python script

1. *Infra Structure Used*
 - a. *proxies*
2. *Tech Used*
 - a. *Python*
 - b. *Curl_CFFI*
 - c. *Requests*
 - d. *I/O Concurrent sessions*
 - e. *Selenium*
 - f. *Capsolver*
 - g. *pandas*
3. *Script Explained:*
 - a. *Script used in scraping public information with data pipeline to ensure that everything is cleaned processed before it even reach the output file*