

Marwan Berjawi

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Jeddah, Saudi Arabia

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EDUCATION

Beirut Arab University – BAU
Bachelor's degree in mechanical engineering

Beirut, Lebanon

2005-2009

Lebanese American University
MBA in Business Data Analytics

Beirut, Lebanon

Expected Graduation: 2025

(Courses taken so far: Cognitive Analytics, Financial Accounting, Financial Management, Digital Marketing, Marketing Management, Analytics Applications, Business Advantage for Competitive Advantage, Marketing Analytics, Core Business Analytics and Statistics)

SUMMARY

Highly accomplished and results-driven professional with 15 years of experience in engineering, contracting field and digital transformation, specialized in delivering complex ERP solutions. Combining a robust technical background in full-stack development, DevOps, and cloud infrastructure with advanced business acumen from an ongoing MBA in Business Data Analytics, I am a certified Odoo Consultant (v18) with deep functional and development expertise. Fluent in both Arabic and English, my PMP-certified project management skills, coupled with a strong grasp of the Software Development Life Cycle, enable me to navigate the full sales cycle, understand client business processes, and deliver persuasive Odoo solutions. Seeking to leverage a unique blend of technical mastery, analytical insight, and a passion for sales to drive impact as an Odoo Sales Executive.

TECHNICAL SKILLS

- **ERP Systems:** Odoo (Functional & Development, CRM, Sales, Inventory, Accounting, Manufacturing, Project Management)
- **Business Intelligence & Data Analytics:** Tableau, Power BI, SPSS, Business Data Analytics
- **Web Development (Full-Stack):** Front-end & Back-end Development, PHP (& Frameworks like Laravel), React, HTML, CSS, JavaScript, API Development, CRUD Application Creation
- **Database Management:** MySQL, Relational SQL Database Design & Creation
- **DevOps & Cloud Infrastructure:** CI/CD, Containerization (Docker, Kubernetes), AWS (S3, EC2), Google Cloud (Storage & Volumes), Digital Ocean, VPS Installation, Linux Servers, Nginx, Portainer, Hosting Services, DNS Configuration
- **Version Control:** Git, GitHub
- **Software Development Methodologies:** Software Development Life Cycle (SDLC), Agile (Scrum), Waterfall
- **Project Management:** PMP (PMI Certified), RMP (PMI Certified)
- **AI Tools:** Familiar with AI-powered coding assistants (e.g., V0.dev, Claude, Gemini) and general AI applications (Hugging Face)
- **Marketing & Design:** Company Profile & Flyer Design, Social Media Management
- **Workflow Automation:** n8n.ai and make.com

EXPERIENCE

Digital Transformation & ERP

- **Digital Transformation & ERP Solutions Delivery:** Spearheaded a startup focused on providing end-to-end digital transformation services. Drove the full Software Development Life Cycle (SDLC) for client projects using Agile and Waterfall methodologies. Delivered tailored Odoo ERP solutions, including full-stack development of custom applications, to automate business workflows and convert challenges into real business value. Managed the technical infrastructure, including Odoo deployment on VPS using Docker, and ensured server security.
- **Digital Marketing:** Developed and executed digital marketing strategies, including managing the company's social media presence. Oversaw the creation of key marketing materials such as company profiles and flyers, effectively building brand identity and driving client engagement.
- **Project & Client Management:** Managed all aspects of client relationships, from initial consultation and needs analysis to solution delivery and ongoing support. Utilized Odoo CRM and sales applications to manage pipelines and ensure client satisfaction.

Construction & Site Engineering

- **Process Optimization & Workflow Management:** Designed and built on-site facilities to streamline material storage and pre-assembly, optimizing workflows for piping, painting, and insulation works.
- **Technical Analysis & Risk Mitigation:** Interpreted project drawings, specifications, and P&IDs to proactively identify design conflicts and mitigate risks, ensuring seamless multidisciplinary coordination.
- **Cross-Functional Collaboration:** Acted as a key liaison between clients, consultants, and engineering teams to review and approve designs, manage feedback, and ensure compliance with project specifications.

- **Documentation & Quality Assurance:** Authored critical technical documents, including RFIs, method statements, and inspection protocols, and managed punch list closures and as-built documentation to ensure project quality and successful handover.
- **Vendor Management & Compliance:** Evaluated vendor proposals, prepared technical comparisons, and managed material submittals and requisitions to ensure compliance with project specifications and approved vendor lists.

Project Management & Controls

- **Financial & Resource Management:** Optimized resource allocation (manpower, materials, tools) to meet project deadlines and budget, and monitored procurement progress, including managing LCs and advance payments.
- **Performance & Productivity Analysis:** Analyzed productivity metrics and reported discrepancies to planning and control teams, contributing to more accurate forecasting and project benchmarks.
- **Risk & Opportunity Management:** Participated in project performance reviews to identify risks and opportunities, helping to formulate and execute mitigation strategies.
- **Contract & Documentation Management:** Managed the timely submission of all project documentation, including invoices, RFIs, and change requests, and supported contract administration in preparing claims and official correspondences.

Testing & Commissioning

- **System Implementation & Readiness:** Developed commissioning schedules and system documentation (O&M manuals, ITPs) and conducted pre-commissioning walkdowns to ensure systems were ready for safe and effective energization.
- **Problem-Solving & Troubleshooting:** Facilitated system startups and resolved technical issues in collaboration with vendors and technical advisors, ensuring smooth handover and client training.
- **Project Closeout & Handover:** Coordinated all project closeout activities, including final documentation, permit acquisition, and client training, to expedite final payments and project handover.

POSITIONS

Project Manager – Specialized Abilities Generation Co.	Oct 2023 – Current
Founder & CEO – Analytiqatech Co. (Odoo Partner)	Nov 2022 - Current
O&M Manager – Al Murjan Facility	Dec 2022 – Sep 2023
Project Manager – HAMEED CONTRACTING	Apr 2022 – Nov 2022
Construction Manager – ALFAYHAA	Nov 2021 – Mar 2022
Sr. Project Engineer/ Project Manager – AMANA	Oct 2019 – Nov 2021
Sr. Commissioning Engineer - BEMCO	Oct 2014 – Oct 2019
Construction Engineer - BEMCO	Mar 2010 – Oct 2014

CERTIFICATIONS AND COURSES

- **Odoo 18 Certified**
- **Odoo Course 29 - Professional Consultant – Engr. Saleh Ezz Eldin [v18] – Ongoing**
- **Odoo Course 27 – Engr. Saleh Ezz Eldin [v18]**
- **Odoo Course 26 – Engr. Saleh Ezz Eldin [v17]**
- **Odoo Exam Course – Engr. Mahmoud Al Askari [v18] – June 2025**
- **XPSuite – Odoo Professional Consultant Course [v17] – Oct 2024**
- **Odoo X & Tricks Engr. Ahmad El Sakka [v17] – Aug 2024**
- **I Value Academy Odoo Functional Course [v16] – June 2023**
- **Course of Managing Safely (IOSH) Certificate No: 742353 (Course approved and validated by Institution of Occupational Safety and Health) – AMANA Group Aug 2020**
- **Design of Building Management System (BMS) A 20-hour Course provided by ENGOSOFT Dec 2020**
- **Design of HVAC System A 53-hour Course provided by ENGOSOFT Sep 2020**
- **Design of Plumbing System A 28-hour Course provided by ENGOSOFT Oct 2020**
- **Design of Fire Fighting System A 36-hour Course provided by ENGOSOFT Nov 2020**
- **Course of GE-SC4 Steam Turbine Operation Certificate #2018-R0135 (60 Hours Diploma given by RENOVE TECNOLOGIA S.L.) Jan 2018**
- **PMI-RMP Certificate License#1811023 (Project Management Institute- Risk Management Professional) Apr 2015**
- **Risk Management Course for PMI-RMP Certification (30 Hour Preparation course essential for applying to the Project Management Institute- Risk Management Professional Certification). [Long Distance learning by Pritchard Management Associates] Mar 2015**
- **PMI-PMP Certificate License#1787395 (Project Management Institute- Project Management Professional) Jan 2015**
- **P91 Post Weld Heat Treatment by Boyle Energy Services & Technology (BEST)- [Sessions was held in BEMCO Site Offices as a part of training in the P91 Heat Treatment and Piping Welding] Sep 2012**
- **Mechanical Building Services and Equipment - [Sessions at the Community-Services & Continuing-Education Center (CCC), Beirut Arab University] Mar 2009**
- **Primavera Project Planner [Sessions in Architect and Engineering Order of Beirut, Follow-up lectures for 30 hours] Oct 2008**
- **Mechanical and Electrical System of Automobile [Sessions at the Community-Services & Continuing-Education Center (CCC), Beirut Arab University] Oct 2005**