

Hasan G. Jaffal

Beirut , Lebanon

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PROFILE

Result oriented software projects and products management professional with 10+ years of experience and consistent track record of successfully delivering small and large scale projects in the private, public and non-profit sectors and have worked on international software projects across a range of industries in Africa and the middle east.

SUMMARY OF QUALIFICATIONS

- Project Management Professional - PMP Certified
- Agile Methodologies and Scrum Experience - CSM Certified
- Software Products Management
- Business Analysis and Product Scoping
- User Experience and User Interface prototyping
- Product Marketing and Online Marketing Experience and Search Engine Optimization best practices
- ICT for development tools and techniques

EXPERIENCE

ArabiaGIS

Beirut, Lebanon

Chief Product and Services Officer

January 2017 - Present

- Responsible for managing medium to large scale projects starting from the inception phase, to the planning, budgeting, controlling and the delivery phase.
- Responsible for overseeing ArabiaGIS's products, projects and services based upon goals set by the business.
- Responsible for the product strategy, development and marketing. Serving as a product representative, involved in selling and communicating product benefits to the public.
- Respond to RFI/RFP's or business case requests and write and submit proposals.
- Responsible for managing the Project Management Office, Software Development Unit, Data Unit and Product Marketing Unit.
- Report to the CEO and work closely with the Business Development and Sales to validate market driven sales approaches to support strategic initiatives and ensure customer and market direction input is reflected in ongoing releases.
- Identify, negotiate and manage the strategic and tactical technology outsourcing services required to meet needs for efficiency, capability, scalability and cost effectiveness.
- Provide leadership in the identification and acceleration of methods, products, services and technology development/deployment that grow business opportunities

Project Manager

January 2012 - December 2016

- Responsible for managing medium to large scale projects
- Responsible for scoping project requirements, prepare budget, monitor and report progress to different stakeholders.
- Ensure that all projects are delivered on-time, within scope and within budget and coordinate internal resources and third parties/vendors for the execution of projects
- Responsible for developing and implementing PMO processes and policies, directs project management staff, and works with other department leaders to define, prioritize, and develop projects and programs.

Senior Software Developer and Architect

May 2008 - December 2011

- Technically leading big scale projects and performing business, function and technical analysis and writing documentation
- Designing software solutions and developing applications using open source and propriatorey technologies.

Sokin

Kinshasa, Congo

Software Developer

August 2006 - April 2008

- Responsible of designing and developing of enterprise applications.
- Responsible of the requirements gathering and documentation

EDUCATION

MBA Candidate, Project Management, Walden University, Expected 2019 (USA)

BS, Computer Sciences, Lebanese University, 2006 (Lebanon)

Project Management Professional PMP, Project Management Institute, 2012 (USA)

VOLUNTEERING AND ACTIVITIES

- **Unesco Beirut Office** (November 2017)
Speaker and trainer in the road show for civil society ICT for development capacity building, which is a series of workshops conducted in all Lebanese regions for local NGOs.
- **PMI Lebanon Chapter** (October 2014-October 2017)
Elected board member and director of administration responsible of the board administration and member of the marketing committee, 2014 - 2017.
- **PMI Lebanon Chapter** (February 2015-March 2015)
Volunteer project manager of the 3-years Business Plan Development project. 2015.
- **Skoun Anti Drug** (November 2017)
Monitoring and Evaluation workshops facilitator aiming to develop projects' and organizations' outcomes KPIs and indicators and making use of technology to increase organizational efficiency.

- **Agile Liban - Agile Tour** (October 2015)
Project Management Agile lecturer about scrum in the Agile tour Beirut conference during 2014.
- **Loyac Lebanon** (September 2015)
Project Management Lecturer about agile project management for Scout.
- **Nahnoo** (November 2016 - Present)
Information Communication Technology Expert Volunteer and member of the communication committee.

ORGANIZATIONS

PMI Lebanon Chapter (PMI LC)

The Project Management Institute (PMI)