

ALAN MOUNIR AL HAKIM

Beirut, Lebanon | +961 71558810 | alanhakim491@gmail.com Nationality: Lebanese & US Citizen
| Availability: Immediate

PROFESSIONAL SUMMARY

Versatile and results-driven professional with a unique interdisciplinary background spanning Full-Stack Software Engineering, Operational Management, and Pharmaceutical Sciences. Proven track record in leading complex project lifecycles, from architecting scalable healthcare applications to directing high-volume industrial logistics and financial operations. Expert at bridging technical innovation with business strategy to drive organizational growth.

TECHNICAL SKILLS MATRIX

- **Frontend:** Angular, React Native, React, **TypeScript**, JavaScript (ES6+), **SCSS/SASS**, HTML5, CSS3, Tailwind CSS.
- **Backend:** NestJS, Node.js, PHP, Laravel, RESTful APIs, MCP Servers.
- **Database & ORM:** PostgreSQL, MySQL, Prisma.
- **Tools & DevOps:** Git, Bash/Linux, pnpm/npm, Docker, n8n, Data Visualization, UI/UX Design.

PROFESSIONAL EXPERIENCE

FREELANCE | Beirut, Lebanon / Remote **Full-Stack Software Consultant** | Nov 2025 – Present

- **Bespoke Architecture:** Conceptualize and architect end-to-end digital solutions for diverse clients, leveraging **NestJS** and **Angular** to deliver high-performance, modular web applications.
- **Data Strategy:** Design and optimize rigorous relational schemas in **PostgreSQL**, utilizing **Prisma ORM** to ensure type-safe database interactions and seamless data persistence.
- **Full-Lifecycle Delivery:** Manage the complete development pipeline from initial requirement gathering and UI/UX wireframing to deployment and maintenance.
- **Client Consultation:** Translate complex business logic into intuitive user interfaces, focusing on scalable codebases that allow for rapid feature iteration.

XTND | Remote **Full-Stack Software Engineer (Internship)** | Nov 2025 – Present

- **Healthcare Ecosystem Architecture:** Engineered a comprehensive healthcare management platform using **React Native** (Mobile), ensuring high performance across devices.
- **Backend & API Development:** Designed and deployed scalable server-side architecture using **Laravel and PHP**, utilizing **TablePlus** for efficient relational data mapping.
- **Database Engineering:** Architected and optimized complex relational schemas in **MySQL**, managing sensitive patient data, medical history, and billing modules with zero data loss.
- **Advanced Features:** Integrated AI-driven speech-to-text functionality for medical charting and built real-time administrative dashboards for KPI tracking and data statistics.

- **Modern UI/UX:** Authored modular, maintainable styles using **CSS** and Tailwind CSS to create accessible and intuitive interfaces for healthcare professionals.

SmartSource S.A.L | Achrafieh, Lebanon Sales Consultant Training | Oct 2025 (1 week)

- **Sales & Lead Acquisition:** Mastered high-frequency cold calling and B2B pitching techniques, focusing on objection handling, value proposition delivery, and closing tiered digital product packages.
- **CRM & Salesforce:** Gained technical proficiency in **Salesforce CRM** for lead nurturing, pipeline management, and maintaining data integrity throughout the sales lifecycle.
- **Digital Marketing & SEO:** Developed a deep understanding of **SEO (Search Engine Optimization)** fundamentals, including keyword research, SERP rankings, and backlink strategies to improve domain authority.
- **Growth Modeling:** Analyzed the mechanics of **Organic Growth** (content-led, SEO-driven) vs. **Non-Organic Growth** (SEM, PPC, and paid acquisition) to optimize customer acquisition costs (CAC).
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HAKIM CO | Beirut, Lebanon Operations & Financial Manager | 2021 – 2025

- **Operational Leadership:** Directed daily business functions for a multi-departmental company, overseeing staff supervision, financial strategy, and international supplier relations.
- **Logistics & Supply Chain:** Managed end-to-end import/export operations, including fleet coordination and driver management, ensuring seamless transport and delivery of goods.
- **Financial Administration:** Oversaw payroll processing, cash collections, and accounts payable/receivable; reconciled high-volume supplier statements with 100% accuracy.
- **R&D and Quality Control:** Led research and development trials for new polyurethane and foam products, ensuring products met international safety and quality standards.
- **Compliance & Institutional Liaising:** Managed legal documentation and certificate renewals with the Chamber of Trade and Industry, maintaining strict regulatory compliance.

PHARMADEX | Kahaleh, Lebanon Lab & Production Intern | Jun 2017 – Jul 2017

- **Technical Compliance:** Supported pharmaceutical production and lab testing, ensuring adherence to cleanroom standards, safety protocols, and quality control metrics.
- **Documentation:** Managed precise sample logging and assisted in technical reporting for senior laboratory management.

EDUCATION

BSc in Pharmacy (Academic Hiatus) | Lebanese University | 2024 – 2025

- *Completed 1st year core pharmaceutical and clinical coursework.*

BSc in Chemistry | American University of Beirut (AUB) | 2019 – 2022

International Baccalaureate (IB) | International College | 2019

MANAGEMENT & SOFT SKILLS

- **Leadership:** Team Supervision, Stakeholder Management, Vendor Relations, Conflict Resolution.
- **Operational Rigor:** Inventory Control, Project Lifecycle Management, Risk Mitigation, Budget Tracking.
- **Attributes:** Analytical Problem-Solving, High-Pressure Decision Making, Behavioral Flexibility.

LANGUAGES

- **English:** Native (C2)
- **Arabic:** Native (C2)
- **French:** Intermediate (A2)