

Andrew Mikhael

Senior Presales / Solutions
Consultant

Phone: +20 122 606 1609 | Email: andrewraouf224@gmail.com
LinkedIn: linkedin.com/in/andrewraouf7
Egypt | Open to Remote & International Opportunities

Professional Summary

Presales (Pre-Sales) and Solutions Consultant for B2B software and SaaS in the Saudi and Gulf markets. Delivered 100+ technical proposals and 400+ discovery sessions and demos, converting 40+ into closed deals (approx. 40% proposal-to-close rate). Built a Claude + Zoho CRM proposal engine that cut turnaround from 3 days to under 30 minutes, and co-founded an AI-augmented software platform serving 1,000+ users.

Core Skills & Competencies

Presales & Consulting	Discovery & Requirement Gathering, Solution Design, Technical Presentations & Demos, Solution Scoping & Pricing, Technical Proposals & RFP/RFQ Responses, Business Case & ROI, Proof of Concept (PoC), Objection Handling, Negotiation, Account Management
Technical & AI	Solution Architecture, SaaS & Web/Mobile Platforms, API & Third-Party Integrations, Workflow Automation, Generative AI & LLM Integration, AI-Assisted Development, Agile & SDLC, Cybersecurity Fundamentals (SOC)
Business & Leadership	B2B Sales Strategy, Sales Coaching & Onboarding, C-Level Stakeholder Management, Cross-Functional Leadership, Go-to-Market Planning
Tools & Platforms	Zoho CRM, HubSpot, Claude & Claude Code, Figma, Google Workspace

Professional Experience

Aug 2025–Present	Senior Solutions Consultant , <i>Quarizm Software Solutions</i> , Remote, Saudi Arabia - Own the end-to-end presales cycle and account management for Saudi SME, enterprise and government-affiliated clients across commerce, technology, logistics and marketplace sectors. - Delivered 100+ technical proposals and 400+ discovery sessions and product demos, closing 40+ deals at an approx. 40% proposal-to-close rate. - Translate business requirements into solution architectures, functional scope, integrations and pricing for web and mobile platforms, including marketplaces, fleet management, B2B ordering and booking systems. - Designed and built an AI-powered proposal and quotation workflow (Claude + Zoho CRM) that reduced proposal turnaround from 3 days to under 30 minutes; adopted by the entire sales team. - Mentored and onboarded 2 new sales hires and participated in 10+ hiring interviews. - Manage the full pipeline, client activity and forecasting in Zoho CRM.
2025–2026	Strategic Business Coach (Part-time) , <i>Golden Section</i> , Remote, UAE Coached entrepreneurs and SME leaders on digital marketing, B2B growth and technology adoption.
Mar–Oct 2025	B2B Tech Sales Consultant , <i>Alarrap Company</i> , Remote, Saudi Arabia - Consistently exceeded sales targets, reaching up to 2x quota, selling digital marketing services and technology solutions to Saudi businesses. - Analysed Saudi B2B market trends to align service packages and technical offerings with regional client demand.

- Feb 2024–Feb 2025 **SaaS Presales Specialist**, *Codebase (FitXpert SaaS)*, Mansoura, Egypt
- First presales hire; built the presales and sales function for FitXpert, a fitness and nutrition SaaS platform.
 - Onboarded 100+ fitness coaches and trainers onto the platform through discovery sessions, demos and objection handling.
 - Created and presented product tutorial content on the company YouTube channel, reaching 50K+ views.
 - Acted as the primary liaison between clients and the development team, translating requirements into product features.

Ventures & Projects

- May 2026–Present **Co-founder**, *Al-Aghsan*, Egypt (Side Venture)
- Product Engineering*
- Co-founded a live, multi-module community management platform for faith-based organisations (web portal, mobile app and admin dashboard) serving 1,000+ users.
 - Lead product engineering through an AI-augmented workflow: own the roadmap, specifications and designs, and build features with Claude Code on a Node.js/Express, MongoDB, Vue 3 and React Native stack, with developer code review before release.
 - Built the B2B go-to-market plan, competitor analysis and feature roadmap to scale the platform across multiple institutions.
- 2020–2022 **Co-founder & Technical Sales**, *Neocortex for 3D Printing*, Mansoura, Egypt
- Co-founded a revenue-generating 3D-printing venture as a university project; gathered client requirements and delivered custom printing solutions, including graduation models for an entire architecture cohort.

Education

- 2026–Present **Doctorate of Business Administration (DBA) – In Progress**, *R.B. College of the United Kingdom*, UK
- 2024–2025 **Master of Business Administration (MBA) – EQF Level 7 (OTHM)**, *R.B. College of the United Kingdom*, UK
- 2016–2021 **Bachelor of Architecture Engineering**, *Delta University for Science and Technology*, Egypt
- Ranked 4th of approx. 200 | Graduation project: Space Station Design

Certifications & Training

- Jun 2025 McKinsey.org Forward Program – McKinsey Academy
- Feb 2025 Diploma of Security Operations Center (SOC) – Imperious University of America
- 2025 Inbound Sales Certification – HubSpot Academy
- Dec 2022 Google Project Management Professional Certificate – Google

Languages

- Arabic Native
- English Full professional proficiency (C1)
- Dutch Beginner (A1) – actively studying