

Ahmed Ali Abdelazim

IoT Product Manager | Pre-Sales & ICT Solutions Engineer | Electrical & Electronics Engineer

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Nationality: Egyptian | Iqama: Transferable

PROFESSIONAL SUMMARY

Electrical & Electronics Engineer and IoT Product Manager with experience across GPS fleet tracking, SaaS asset management, ICT and low-current solution design, and industrial automation. Currently leads product development of the DGO GPS national tracking platform at Professional Innovation Company (InnoPro), including a 2,800-vehicle hardware rollout, while driving pre-sales, BOQs, and tender submissions for ICT projects. Previously deployed CNC and robotic welding automation across 15+ manufacturing facilities and co-founded an EdTech startup that trained 1,000+ students in Python, Arduino, and AI fundamentals. Published IoT researcher (Springer, 2022).

CORE COMPETENCIES

IoT Product Management & Roadmapping | GPS Fleet Tracking & Telematics | IoT Fuel Monitoring | SaaS Platforms (Onboarding, Billing, RBAC) | API Integration | Pre-Sales & Solution Design | BOQs, Cost Estimation & Tenders | ICT & Low-Current Systems | Industrial Automation, PLC & SCADA | Team Leadership & Training

PROFESSIONAL EXPERIENCE

IoT Product Manager & ICT Pre-Sales Engineer

Mar 2026 – Present

Professional Innovation Company (InnoPro) | Riyadh, Saudi Arabia

DGO GPS – National Fleet Tracking Platform

- Lead a team of 4 software developers building DGO GPS, a national GPS tracking platform with IoT fuel-consumption monitoring.
- Own the product vision, strategy, and roadmap for GPS fleet tracking and IoT fuel-management solutions.
- Designed platform features targeting up to 30% fuel-cost reduction through fuel-drain and theft detection, idling alerts, and driver-behavior monitoring.
- Coordinating the installation of GPS tracking hardware across a 2,800-vehicle fleet.

IPS – Asset Management SaaS (pre-launch)

- Leading development of a SaaS asset-management platform that addresses real operational problems in factories, ahead of public launch.
- Define core SaaS capabilities: customer onboarding, subscription plans, billing, and role-based access control (RBAC).
- Specify API integrations and platform requirements for scalability, security, and reliability.

ICT Pre-Sales & Solution Design

- Assess customer requirements and conduct site surveys to design structured cabling, fiber optics, networking, Wi-Fi, CCTV, access control, and UPS solutions.
- Prepare technical and commercial proposals, bills of quantities (BOQs), cost estimates, and tender submissions.
- Build relationships with clients, consultants, contractors, and technology partners to source new opportunities.
- Elaf Water Stations:** automated security gates at water stations with digital access and payment, integrating the license plates of 800 fleet vehicles with Dahua cameras for automated vehicle identification.

Technical Sales & Project Manager

2024 – Feb 2026

Nadeed | Riyadh, Saudi Arabia

- Led a team of 7 engineers and technicians deploying CNC machining and robotic welding systems across 15+ manufacturing facilities.
- Directed end-to-end delivery (installation, commissioning, driver configuration) converting traditional lines into robotic welding production, reducing errors and labor dependency while raising throughput and weld consistency.
- Integrated vision systems and quality-control sensors for real-time process monitoring.
- Raised the deal closure rate from 10% to 30% over 13 months through technical selling and client relationship management.
- Trained 20+ engineers and technicians on production-line operation, robot programming, and maintenance protocols.
- Cut daily sales and marketing operating costs by 50% by introducing automation tools and streamlined workflows.

Co-Founder & Curriculum Director

2021 – 2024

Studiera (EdTech Startup) | Istanbul, Turkey

- Co-founded and managed an EdTech startup teaching programming and AI fundamentals to students aged 6–18; trained 1,000+ students in Python, Arduino, and IT fundamentals.
- Designed a curriculum covering coding, AI applications, robotics, and computational thinking, with hands-on, age-appropriate projects.
- Organized and directed a science fair with 40 competing teams showcasing student-built technology projects.
- Taught IELTS preparation to students pursuing international study and careers.

PLC Engineer (Internship)

2018 – 2019

Eryiğit Medical Devices | Ankara, Turkey

- Designed and programmed steam and hydrogen peroxide sterilization units on Siemens S7 PLC, with HMI screens, safety interlocks, and alarm systems compliant with medical-device standards.

ACADEMIC PROJECTS

- **Autonomous Vehicle Navigation – Robotaxi Contest, Istanbul (2021):** Python self-driving simulation on the CARLA platform, fusing camera, LiDAR, and GPS data for autonomous route navigation.
- **Synchronized Backup Generator System (2019–2020):** MATLAB/Simulink diesel-generator synchronization model with load-sharing control for critical-infrastructure backup power.

PUBLICATIONS & RESEARCH

- Al-Turjman, F., & Abdelazim, A. A. (2022). *Wi-Fi Feedback-Based Power System in the Heterogenous IoT Era – An Overview*. In *Forthcoming Networks and Sustainability in the IoT Era (FoNeS-IoT 2021)*, Lecture Notes on Data Engineering and Communications Technologies, vol. 129, pp. 432–442. Springer. Corresponding author. doi.org/10.1007/978-3-030-99616-1_56
- Research collaborator, Research Center for AI and IoT, Near East University (2021 – Present): IoT-based power management for smart cities and industrial IoT.

EDUCATION

B.Sc. Electrical & Electronics Engineering

2021

Near East University (NEU), Nicosia, Cyprus | Focus: Power Systems, AI, and IoT Applications

CERTIFICATIONS & TRAINING

- IoT Product Engineer – Teltonika IoT, Aug 2026
- Robotic Welding Systems Training – Kaierda Welding Robotics, Hangzhou, China, 2025 (teach-pendant and offline programming, integration, commissioning)
- Fiber Laser Technology Certification – GW Laser Technology, Shanghai, China, 2024 (laser cutting, source systems, calibration, troubleshooting, safety)
- Project Management Professional (PMP) – In Progress

TECHNICAL SKILLS

- **IoT & Telematics:** Teltonika devices & Configurator, GPS fleet tracking, IoT fuel monitoring, tracker installation, sensor integration, IoT architecture
- **Product & SaaS:** Roadmapping, customer onboarding, subscription & billing models, RBAC, API integration, usage analytics
- **ICT & Low-Current:** Structured cabling, fiber optics, networking, Wi-Fi, CCTV (Dahua), access control, UPS, site surveys, BOQs
- **Industrial Automation:** Robot programming (welding, material handling), CNC, Siemens S7 PLC & ladder logic, SCADA & HMI, fiber laser systems
- **Programming & AI:** Python, C/C++, MATLAB/Simulink, TensorFlow, scikit-learn, OpenCV, computer vision
- **Tools:** AutoCAD, SolidWorks (basic)

LANGUAGES

Arabic: Native | English: Fluent (professional working proficiency) | Turkish: Intermediate