HUSSEIN SHAMS

Technical Sales Consultant & Software Developer | Flutter · Next.js · Node.js

Lebanon • +961 71 607 693 • hussein.youssef.shams@gmail.com • linkedin.com/in/hussein-shams • github.com/shamshussein

PROFESSIONAL SUMMARY

Software developer since 2023 (Flutter, Next.js, Node.js/Express/MySQL), plus a year of selling and supporting ERP and CRM software. At Director ERP I spent a year on-site in Kinshasa, DR Congo, running demos, writing proposals and onboarding clients, and I now build the company's mobile, web and backend products. Founder of MALAABNA, a sports reservation app that reached 100+ users and 6 partner venues in its first 5 days. Equally at ease with engineers and with decision-makers.

SKILLS

Sales & Client: Consultative selling, product demos, lead follow-up, proposals, trade shows, client training, ERP / CRM
Mobile: Flutter, Dart, MVVM, Firebase, Google Maps SDK, App Store and Google Play releases
Web: Next.js, React, JavaScript, HTML5, CSS3, responsive design
Backend & Data: Node.js, Express.js, REST APIs, JWT / OAuth2, MySQL, MongoDB, SQL
Tools: Git, Postman, MongoDB Compass, Wialon (GPS fleet tracking)
Languages: Arabic (native), English (fluent), French (professional working proficiency)

PROFESSIONAL EXPERIENCE

DIRECTOR ERP | director-erp.com
Sep 2025 – Present

ERP provider (HR & payroll, retail, distribution, GPS tracking) with offices in Lebanon, DR Congo, Côte d'Ivoire and Congo

Mobile & Full-Stack Developer — Apr 2026 – Present

- Build and maintain the company's cross-platform Flutter apps for its business solutions.
- Develop web interfaces in Next.js and React, with a focus on speed and responsive layouts.
- Design REST APIs and backend services with Node.js, Express and MySQL (data modeling, auth, integrations).
- Turn client feedback collected by the sales and support teams into new features.

Client Solutions Specialist & Sales Consultant | *Kinshasa, DR Congo* — Sep 2025 – Sep 2026

- Ran the IT store and was the main technical contact for clients using our ERP, CRM and HR platforms.
- Set up Wialon GPS tracking for client fleets (Teltonika, Queclink, Tramigo, fuel sensors) and trained their teams.
- Generated and followed up on leads, prepared proposals and supported deals from first contact through to closing.
- Presented Director's ERP and CRM solutions at trade shows, exhibitions and business events.
- Worked between sales, support and engineering to improve service delivery in a French-speaking market.

MALAABNA (Sports Reservation App) | Founder & Mobile Developer
Sep 2025 – Present

Lebanon | Side venture

- Built the app in Flutter and published it on the App Store and Google Play.
- Reached 100+ users and signed 6 sports venues as partners within 5 days of launch.
- Co-designed the business model: a 10% fee per booking, points-based rewards and merchant integrations.
- Built a points redemption flow so users can spend their points at partner stores.
- Wrote the B2B pitch and the sales and marketing plan we used to sign venues and merchants.

TWO OF US L.L.C (Techlarious Academy) | MERN Stack Developer Intern
Nov 2024 – Mar 2025

Jbeil, Lebanon

- Led a team of 3 on an e-commerce website: split the tasks, reviewed code and ran sprint meetings.
- Built a shipment tracking website with React and Node.js as a solo project.
- Held workshops with clients to collect requirements and shape the design around their users.

MEGABEE S.A.L | Flutter Developer
Oct 2023 – Mar 2024

Zahle, Lebanon | Paid internship (Oct – Dec 2023), then full-time (Jan – Mar 2024)

- Developed and published 4 apps with the senior team: Checkinwin, Tip Top, Chrono Tracker and Hooka.
- Worked in MVVM and integrated Firebase and Google Maps; turned Adobe XD designs into production screens.

EDUCATION

B.Sc. in Computer Science | Lebanese International University (LIU), Rayak — 2020 – 2023

- Coursework: OOP and Data Structures & Algorithms (Java), Web Development, Software Engineering, Networking.

CERTIFICATIONS & TRAINING

- **Code Geek Champion Badge**, Techlarious Academy (2025), for programming and algorithm design.
- **Data Analytics Program**, Coursera / Michel Daher Foundation (2023): Python, SQL, Excel, Cognos.
- **CCNA 1–3 coursework**, Cisco Networking Academy (2022 – 2023): routing, switching, security.