

Toni Bechara Sfeir (PMP)

My goal in life is to be leader, create a positive environment where things happen easily and quickly. I believe being humble and having faith are the two most important characteristics a person could have and should be reflected in their projects and operations. Wisdom not shared is not wisdom at all. I am an advocate and ambassador of the 45 min rule, a concept I coach, if a task takes more than 45 minutes to achieve value, either rethink your approach, or you haven't broken down its components effectively.

www.ToniSfeir.Com

Toni.b.sfeir@outlook.com - +961-71-713396 Lebanon – Mount Lebanon.

CAREER EXPERIENCE

BMB Group

Beirut, Lebanon

BMB is a leader in the world of Digital Innovation and Communication Technology. Our department develops solutions using ECM, CRM, RPA, & IDP, E.A, & SPM.

Project Lead

July. 2024– Present

- My role is multifunctional, I consider myself a value providing engineer, a consultant. I love discovering new opportunities, creating solutions for everyday challenges.
- Lead a cross-functional team of technical and functional professionals to build digital transformation solutions for medium to large enterprises.
- Lead and manage projects from planning, implementation, & handover of services for complex solutions.
- Identify customer needs and risks & address them whilst providing industry best practices.
- Design & Implement change management procedures and deployments whilst identifying new business opportunities for enhancing effectiveness of presented solutions.
- Manage relationships with key client stakeholders to foster improved project value and deliverables.
- Provide accurate resource estimation and scoping of projects increasing departments KPI's.
- Manage PMIS and created the first technology artifacts repository for custom solutions.
- Coaching and training of Seniors, Juniors & Interns with self-starter first approach.

Solution Engineer

July. 2021– 2024

- Design, implement, configure technological solutions for up to 20+ clients from various industries in the MENA region with 100% success rate.
- Work closely with leads and sales team to identify value avenues for solutions and creating proof of concepts that convert leads into business.
- Conduct presentations, customer training, and requirement gathering sessions.
- Write official documentations, scopes, proposal response, & questionnaires to facilitate project operations.
- Work closely with customers to translate government regulations into system requirements.

EDUCATION

Notre Dame University

BS in Computer Science

2015 - 2019

Zouk Mosbeh - Lebanon

SKILLS & INTERESTS

- **Soft Skills:** Organized, Team Player, Good Communicator, Verbally Fluent, Witty, Forward Thinker, Positive Influence
- **Technical Skills:** API Integration Specialist. BPM 2.0, Web Engineer, SQL Admin, Solution Architect, Cyber Security, Machine Learning
- **Languages:** Fluent English & Arabic, A2 in Italian, German, French
- **Certifications:** PMP, Laserfiche Platinum, ABBYY solution designer, UI Path, Alfabet Solution Engineer.
- **Interests:** Chess; Algorithmic-trading, Forex, Blockchain, Ski, Padel, & Outdoor activities