

# Saif Reda Mahmoud Aly

Full-Stack Developer | SaaS Products, AI Automation & Technical Implementation

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📍 Satiaphic 🔗 Expenra

## SUMMARY

Product-minded full-stack developer with hands-on experience building SaaS applications, dashboards, authentication flows, role-based access control, billing workflows, automation, and AI-assisted analysis. Built and contributed to working SaaS products across customer feedback and small-business finance workflows. Seeking a long-term product or engineering role focused on shipped features, implementation work, automation, and practical SaaS development.

## TECHNICAL SKILLS

**Frontend:** Next.js, React, TypeScript, JavaScript, Tailwind CSS, Server-Sent Events

**Backend/Data:** Node.js, MongoDB, Mongoose, Redis/Upstash, Zod, API route handlers

**AI/Automation:** LLM APIs, multi-provider AI workflows, tool-calling, prompt design, AI output validation, n8n, Zapier, Voiceflow

**SaaS/Integrations:** Stripe, Plaid, DodoPayments, Sentry, Vercel, TanStack Query, Nodemailer/SMTTP

**Product:** dashboards, onboarding, billing workflows, audit logs, feature gating, competitive research

## EXPERIENCE

### Satiaphic - Independent SaaS Project | Product Builder & Full-Stack Developer 🔗

11/2025 – Present

*B2B SaaS product for turning customer reviews and feedback into operational improvement workflows*

- Built a multi-tenant B2B SaaS project with **189 commits**, turning Google Maps reviews and QR/link/widget feedback into a structured workflow for inbox triage, AI-assisted theme discovery, proposals, work items, and resolution tracking.
- Implemented a Next.js and MongoDB architecture with protected API routes, session-based authentication, **3 user roles**, approximately **40 permissions**, and tenant-scoped data access using business-level isolation.
- Integrated LLM APIs into a 6-stage feedback analysis pipeline that combines AI-assisted topic extraction with deterministic clustering, quality review, and proposal drafting.
- Built core SaaS workflows for dashboards, onboarding, analytics, customer profiles, team roles, audit logs, notifications, billing, and scheduled background jobs.
- Added reliability and security-focused controls including Zod validation, rate limiting, secret management, encryption for sensitive data, password breach checks, and AI input safety screening.
- Researched 20 SaaS tools in review management and feedback management to define positioning, pricing, onboarding, and go-to-market materials.

### Expenra — Co-Founder & Full-Stack/Product Builder 🔗

03/2024 – Present

*Multi-organization accounting SaaS for small-business finance workflows*

- Co-building a multi-organization accounting SaaS with workspace routing, onboarding gates, dashboards, chart of accounts, invoices, bills, transactions, reports, and finance operations modules.
- Worked on org-scoped access patterns including built-in/custom roles, permission checks, team management, and read-only viewer access for shared business records.
- Contributed to backend systems using Next.js route handlers, MongoDB/Mongoose, Redis-backed sessions/rate limits, JWT access/refresh cookies, and Zod validation.
- Worked on SaaS integrations including Stripe subscription checkout/webhooks, Plaid banking sync/webhooks, SendGrid/Nodemailer email flows, Sentry monitoring, and Vercel deployment workflows.
- Contributed to a multi-model AI assistant with streaming responses, server-side tool execution for accounting workflows, role-based AI access, usage limits, and confirmation flows for sensitive actions.

### Osmogen — Digital Marketing & Partnerships Manager

01/2022 – 12/2023

- Managed creator outreach, partnership negotiation, content timelines, and performance tracking for influencer-led marketing campaigns.
- Sourced and negotiated product-for-content partnerships with mid-tier creators, including creators in the **50K–200K follower** range.
- Secured a recurring content arrangement of **4 videos/month** from a 50K-follower creator for product-only compensation, reducing campaign cost versus paid placement.
- Coordinated end-to-end campaign execution across outreach, deal terms, creator deliverables, publishing timelines, and revenue-focused reporting.

## PROJECTS

### Outreach Automation Pipeline

*n8n, Python, LinkedIn Sales Navigator, Hunter.io*

- Built an outreach automation workflow for lead sourcing, enrichment, personalization, scheduling, throttling, and delivery tracking.
- Designed batching and monitoring logic to reduce repetitive manual follow-up work and improve outreach consistency.

### AI Sales & Appointment Bots

*n8n, Voiceflow, Python, Zapier, LLM APIs*

- Built conversational automation flows for appointment booking, product questions, item recommendations, and lead capture.
- Connected chatbot flows with external tools through webhooks and automation platforms to support customer-facing workflows.

### ID Card Analyzer — Python OCR Project

*Python, OpenCV, Tesseract, Pandas*

- Built an OCR automation project for extracting, validating, and organizing bilingual ID card data from image records.
- Processed **500+ ID records** using OCR extraction, regex-based validation, structured exports, and automated email delivery workflows.

## EDUCATION

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### Helwan University

*BEng - Telecommunications & Information Engineering*

09/2020 – 09/2025

Helwan, Egypt

### System Telecom

*Networking & Cybersecurity Training Certificate*

72 Credit Hrs.

07/2025

Smart Village, Egypt

## AWARDS

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### IEEE Competition — 2nd Place

Ranked 2nd out of approximately **100 teams** in an algorithmic problem-solving competition under time pressure.