

DAWOD MOHAMED NASR

IT Engineer | E-commerce Entrepreneur | Technology Leader

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PROFESSIONAL SUMMARY

IT Engineer and Operations Manager specialized in e-commerce and digital marketing. 6+ years of experience in founding projects, managing operational processes, and leading teams. Proven track record in driving revenue growth (SAR 5.4M+), building customer bases (980+ clients), and training entrepreneurs (245+).

PROFESSIONAL EXPERIENCE

Co-Founder & Chief Operating Officer (COO)

JND Technology | 2024 – 2025

- Co-founded JND for Technology, specializing in e-commerce and digital marketing services
- **Built client base of 980+ customers and generated SAR 1.4M revenue within first 8 months of operation**
- Trained 245+ entrepreneurs (25% of customer base) in dropshipping, e-commerce operations, and digital marketing strategies through "JND Educational" workshops
- Led cross-functional teams including sales, software developers, customer service, digital marketers, and content creators
- Directed business development strategies, client acquisition initiatives, and partnership growth in the Saudi market
- Oversaw service design, marketing campaigns, and technical infrastructure development

Founder & Chief Operating Officer (COO)

Numu Almubtakirin Trading Company - Lavender Saudi (Promedia1.com) | 2021 – 2023

- Founded and established complete e-commerce platform specialized in perfumes and makeup products from concept to launch
- **Achieved SAR 2M revenue in first year of operations through strategic planning and execution**
- Managed all operational aspects including business operations, technical development, and strategic direction
- Oversaw technical infrastructure, platform development, and e-commerce optimization
- Developed advanced technical solutions for e-commerce services ensuring optimal performance and scalability

Chief Commercial Officer (CCO) & Project Developer

Aeeshop.com | 2020 – 2021

- Developed complete e-commerce project from concept, specializing in perfumes and makeup products
- **Generated SAR 2M revenue over 2-year operational period**
- Curated and brought top quality and trending brands to the platform on a weekly basis
- Led content writing team to create unique and engaging content for products and marketing campaigns
- Directed marketing and business development teams to drive growth and market presence

- Managed comprehensive content strategy for social media platforms including Instagram and Snapchat

Web Content Manager and Execution

Trendziii.com | 2019 – 2020

- Developed and executed comprehensive content strategy aligned with business objectives
- Targeted international markets to source and bring in trending brands for the platform
- Led remote content writing and business development teams across different time zones

Business Development E-commerce

Organicstore.com.sa | 2019

- Identified potential customers and selected trending products aligned with market demands
- Maintained and enhanced relationships with new contacts and business partners
- Followed up on new business opportunities and coordinated meetings with international companies and suppliers

CORE COMPETENCIES

Business & Leadership

- Entrepreneurship & Business Development
- Strategic Planning & Execution
- Team Leadership & Management
- Project Management
- Client Relationship Management

E-commerce & Marketing

- E-commerce Platform Development
- Digital Marketing Strategy
- Content Management & Creation
- Social Media Management
- SEO & Analytics

TECHNICAL SKILLS & PLATFORMS

E-commerce Platforms

Salla • Zid • Shopify • WooCommerce • Magento

Digital Marketing & Analytics

Google Analytics • Facebook/Instagram Ads Manager • Google Ads • SEO Tools & Optimization • Email Marketing (Mailchimp)

Content Management & Design

WordPress • Adobe Photoshop • Graphic Design Tools

Project Management Tools

Trello • Asana • Monday.com

Social Media Platforms

Instagram • Snapchat • TikTok • Twitter/X

IT Infrastructure

Computer Hardware & Software Support • Network Administration (LAN/WAN) • Website Management & Optimization

EDUCATION

Bachelor's Degree in Electronics and Communication Engineering

Chhatrapati Shahu Ji Maharaj University, Kanpur – India | January 2010 – December 2014

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

Business & Technology

- **Strategies for Converting & Retaining Customers Online**

University of California, Irvine | July 2023 – August 2023

- **Investment Technology - Artificial Intelligence**

University of Michigan | July 2023 – August 2023

- **Raising Capital: Credit Tech, Crowdfunding**

University of Michigan | July 2023 – August 2023

- **Project Management**

Google | July 2021

Technical Certifications

- **Network Associate Routing and Switching (CCNA)**

Cisco Certifications | October 2013 – August 2016

- **Geographical Information System (GIS)**

Map World Technologies Ltd | July 2010 – August 2010

- **Ethical Hacking - Cisco Router Training (CCNA)**

Zoom Technologies | May 2009 – July 2009

LANGUAGES

Arabic: Native

English: Professional Proficiency