

SAIF ZHIOUA

Revenue Operations Specialist | Business Systems & CRM Administrator

Al Khobar, Saudi Arabia | +966 54 279 3184 | seif.zhioua@gmail.com | linkedin.com/in/saif-zhioua

PROFESSIONAL SUMMARY

HubSpot Revenue Operations Certified professional with 5+ years of experience helping organizations optimize revenue operations through CRM systems, ERP platforms, workflow automation, analytics, and business process improvement. Experienced in HubSpot, Zoho CRM, Microsoft Dynamics 365 Finance & Operations, Odoo ERP, Google Analytics 4, Google Tag Manager, Power BI, Python, SQL, API integrations, and e-commerce platforms.

CORE COMPETENCIES

Revenue Operations (RevOps) • HubSpot CRM • Zoho CRM • Odoo ERP • Microsoft Dynamics 365 F&O • Sales Operations • Marketing Operations • Revenue Analytics • Workflow Automation • API Integrations • Power BI • User Training • Process Improvement • Cross-functional Collaboration

TECHNICAL SKILLS

- **Revenue Operations:** Pipeline Management, Lead Lifecycle, Customer Journey, Revenue Reporting
- **CRM & Business Systems:** HubSpot CRM, Zoho CRM, Microsoft Dynamics 365 F&O, Odoo ERP
- **Marketing Technology:** Google Analytics 4, Google Tag Manager, Marketing Automation, Attribution, Event Tracking
- **Automation:** n8n, REST APIs, Webhooks, AI Automation, Process Automation
- **Analytics:** Power BI, Zoho Analytics, SQL, KPI Dashboards, Data Visualization
- **Programming:** Python, JavaScript, React, Django, Flask, PostgreSQL, SQL Server, Git, Docker
- **E-commerce:** Shopify, WooCommerce, E-commerce Operations, Conversion Rate Optimization

PROFESSIONAL EXPERIENCE

Revenue Systems & ERP Consultant

United Business Systems Co. | Saudi Arabia | 2024–Present

Deliver Revenue Operations, ERP, reporting, and automation solutions across finance, procurement, inventory, and sales.

- Built 10+ executive Power BI dashboards improving operational and financial visibility.
- Delivered 15+ API integrations reducing manual work by approximately 40%.
- Automated reporting workflows using Python, reducing reporting errors by 70%.
- Optimized Microsoft Dynamics 365 Finance & Operations processes.
- Delivered user training and created process documentation.
- Partnered with stakeholders to translate business requirements into technical solutions.

ERP System Engineer – Analytics & Backend

Eventive | Saudi Arabia | 2023–2024

Developed analytics solutions and backend systems supporting business operations.

- Built real-time dashboards for business reporting.
- Developed backend APIs for internal applications.
- Improved PostgreSQL performance.
- Increased deployment reliability through CI/CD improvements.

Full Stack Developer – Automation & Data Solutions

Aftercode | Tunisia | 2022–2023

- Automated business workflows using Python.
- Built KPI dashboards for operational reporting.
- Integrated third-party APIs.
- Reduced manual processes through automation.

Full Stack Developer – Business Intelligence

VTL Group | Tunisia | 2020–2022

- Built Power BI dashboards for sales and inventory reporting.
- Automated reporting processes using Python.
- Developed internal business tools.
- Improved reporting accuracy through automated data pipelines.

TOOLS

HubSpot • Zoho CRM • Microsoft Dynamics 365 F&O • Odoo ERP • Power BI • Google Analytics 4 • Google Tag Manager
• n8n • Jira • Azure DevOps • Git • Docker • Shopify • WooCommerce

CERTIFICATION

HubSpot Revenue Operations Certification

EDUCATION

Master's Degree – Software Engineering
Higher Institute of Technological Studies of Sfax

Bachelor's Degree – Computer Science
Higher Institute of Technological Studies of Nabeul

LANGUAGES

- English — Fluent
- Arabic — Native
- French — Professional