ABDELRAHMANE FERCHICHI, M.Sc.

Product Lead & Builder | SaaS, AI, IoT & MLOps | From R&D to Market

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PROFILE

SaaS, AI and IoT product lead with **12+ years** of experience turning complex ideas into high-value products. Co-founded and scaled an AIoT start-up to its **acquisition by SOPREMA (2026)**.

PROFESSIONAL EXPERIENCE

R&D & AIoT Lead, SOPREMA, Montréal, QC — *Mar 2026 – Sep 2026*

- Supported IoT R&D and product strategy following Domely's acquisition by SOPREMA; developed and scaled AIoT solutions for industrial needs within a larger product ecosystem.

Co-Founder, VP R&D & Operations, Domely Technologies (acquired 2026), Montréal, QC — *Dec 2020 – Mar 2026*

- Built an AIoT and SaaS solution for predictive roof risk management, from concept to real-world deployment and **acquisition by SOPREMA**.
- Led development of AIoT products combining IoT devices, embedded systems, SaaS platforms (React.js) and field data pipelines supporting AI-driven features.
- Defined roadmap and priorities and managed the full lifecycle from prototype to commercialisation, including quality processes; ran the sales pipeline alongside R&D and operations.
- Coordinated R&D teams, external contractors, partners, customers and supply chain to support scale-up.
- Managed **$5M+ CAD** in R&D programmes, secured **$3M+ CAD** in funding and filed **multiple patents**. Awards: **People's Choice Award 2024** (International Roofing Expo); **Grand Prize** (InsurTech Québec).

Software Engineer, Desjardins, Lévis, QC — *Jul 2020 – Dec 2020*

- Delivered critical banking features used by millions of customers; designed and integrated REST APIs and maintained enterprise Java (J2EE, Spring) applications and CI/CD pipelines.

Product Manager & Technical Architect, Umano Medical, Lévis, QC — *Sep 2018 – Jul 2020*

- Led IoT and SaaS integration for smart hospital beds deployed across multiple facilities, generating **$15–20M CAD** in annual revenue.
- Recruited and coached a team of internal developers and contractors delivering IoT, SaaS and full-stack solutions (Vue.js, .NET Core).
- Defined roadmap, technical priorities, market positioning and KPIs; introduced Agile, Scrum, Kanban and SAFe to support **$2–3M CAD** in R&D investment.

Software Engineer, Digital Platforms, Ministère de l'Éducation nationale, Grenoble, France — *Jan 2018 – Aug 2018*

- Supported national platforms serving **2.8M students** and **900,000 teachers**; built project management tools (Angular, Java) and wrote functional specifications.

R&D Engineer, Connected Health, Start-up project, Grenoble, France — *Jan 2017 – Oct 2017*

- Took a connected-health MVP from feasibility to functional prototype (electronics, connectivity, software, UX).

R&D Engineer, Photovoltaic Technologies, CEA, Grenoble, France — *Oct 2013 – Sep 2016*

- Worked on next-generation photovoltaic cells and high-precision laser processes; led installation of silicon laser-cutting equipment from requirements to commissioning.
- Coordinated multidisciplinary projects, overseeing **€15M** in R&D investment and **€500K** in laboratory equipment.

EDUCATION

MLOps & AI Systems Specialisation (online, evening), Polytechnique Montréal, QC — *Expected 2027*

Master's Degree, Intelligence & Transformation, Université Laval, Québec City, QC — *2021*

Engineering Degree (Master's level), Industrial Engineering, CESI Graduate School of Engineering, France — *2016*

CERTIFICATIONS

Professional Scrum Master, Scrum.org (2017) · Web JavaScript Developer, M2I Formation (2017) · IoT & Big Data, Microsoft Azure and Data Science, Cégep de Sainte-Foy (2020)

SKILLS & LANGUAGES

Product & Operations: Strategy, roadmapping, OKRs, Scrum, Kanban, Lean, Jira, HubSpot, Odoo
Systems & R&D: Architecture, requirements, IP and patents, AIoT, embedded systems, IoT
AI & MLOps: Python, PyTorch, Scikit-learn, MLflow, data pipelines, model deployment and monitoring
Cloud & Software: React.js, Vue.js, .NET Core, Java (J2EE, Spring), FastAPI, Docker, CI/CD, PostgreSQL; Claude Code, GitHub Copilot
Languages: French (native), English (C1, fluent), Arabic (intermediate)