MOHAMED LOTFY

CTO & Engineering Leader | SaaS & E-commerce Platforms | AI-Augmented Delivery

Alexandria, Egypt | Open to relocation to the GCC | linkedin.com/in/lotfyai | +20 10 80 6060 40 | lotfy.ai | hi@lotfy.ai

PROFESSIONAL SUMMARY

Engineering leader with 13+ years building scalable web platforms across SaaS, e-commerce, and enterprise. 7+ years in CTO and Tech Lead roles: leading teams of 3 to 8 engineers, setting architecture and roadmaps, and shipping on React, Next.js, Node.js, and NestJS. Former CTO at Affilih and Bab Rizq (2019–2023); currently Tech Lead | Senior Specialist at Boud (Saudi Arabia), and part-time Fractional CTO for an e-commerce operations SaaS (about 10,000 orders a day) and an AI clinic-management platform.

Leads the adoption of Spec-Driven Development and agentic coding with Claude Code at team level: specifications are the primary artifact, and AI agents implement under phase-gate review with atomic commits. At Boud, this cut typical feature delivery from 1–2 weeks to about 3 days. Writes about this practice on LinkedIn.

CORE COMPETENCIES

Engineering Strategy / Roadmaps | Team Leadership / Mentoring | System Architecture / Microservices | SaaS & E-commerce Platforms | React.js / Next.js / TypeScript | Node.js / NestJS / Express.js | RESTful APIs / GraphQL | MongoDB / MySQL | Docker / Kubernetes / CI/CD | Spec-Driven Development / AI Agents | Agile (Scrum / Kanban) | SOLID / DDD / Design Patterns

PROFESSIONAL EXPERIENCE

Tech Lead | Senior Specialist

Mar 2026 – Present

Boud | Saudi Arabia (Remote)

- Promoted to Senior Specialist; oversee engineering strategy, team coordination, and technical decisions across product lines.
- Integrate AI-augmented workflows using Claude Code and Cursor AI with Spec-Driven Development, cutting typical feature delivery from 1–2 weeks to about 3 days.
- Drive adoption of agentic coding practices and context engineering across the engineering organization.
- Mentor engineering leads and promote continuous learning, knowledge sharing, and AI tool adoption.

Tech Lead

Sep 2023 – Mar 2026

Boud | Saudi Arabia (Remote)

- Led a cross-functional software engineering team delivering high-performance web applications with React, Next.js, and TypeScript.
- Architected scalable component libraries using Ant Design and CSS pre-processors (LESS, SASS), ensuring design consistency across multiple product lines.
- Enforced code review standards, OOP principles, and front-end best practices, reducing production bugs and improving team velocity within agile workflows.
- Mentored junior and mid-level developers through pair programming, technical workshops, and structured onboarding processes.

Fractional CTO

Mar 2024 – Present

Independent | Part-time | two companies | names shared at interview stage

- SaaS platform for cash-on-delivery e-commerce operations (Egypt & Gulf), on AWS: own architecture, technology decisions, and engineering delivery for order confirmation, inventory management, shipping integrations (Bosta, Aramex, J&T), and Shopify and WooCommerce stores. About 10,000 orders a day and about 3 million orders processed to date.
- AI platform for clinic management in Kuwait, working with patients through AI phone calls and WhatsApp: own technical decisions, architecture, and engineering.

Chief Technology Officer (CTO) Jul 2021 – Aug 2023

Bab Rizq | Egypt (Remote)

- Defined the architecture, technology stack, and engineering roadmap for the company's digital products.
- Led development of responsive Next.js applications with server-side rendering, bringing initial page load to about 0.2 seconds and improving SEO.
- Built data visualization dashboards over large datasets to support business decisions.
- Managed the engineering team and release schedule, aligning engineering output with business goals.

Chief Technology Officer (CTO) May 2019 – Jun 2021

Affilih | Egypt (Remote)

- Owned architecture, technology stack selection, and the engineering roadmap for the company's product suite.
- Led architecture and development of monolithic and modular applications using Node.js, Express, React, and Next.js, containerized with Docker.
- Created a reusable UI component library adopted by the full-stack development team, accelerating feature delivery across projects.
- Defined and maintained MongoDB schemas and data models with Mongoose, ensuring data integrity and query performance at scale.

Senior Software Engineer Apr 2018 – Apr 2019

Taqneen Solutions | Saudi Arabia / Egypt

- Developed responsive web and cross-platform mobile applications using React and React Native, serving about 10,000 active users.
- Implemented complex, interactive data visualizations to surface user insights, improving product engagement and retention metrics.
- Worked with product, design, and QA to ship features on fixed deadlines.

Software Engineer Feb 2016 – Mar 2018

Talents Arena | Egypt (Hybrid)

- Designed and built three enterprise portals (admin, client, candidate) with a Node.js backend (NestJS from 2017) and React frontends.
- Optimized database queries and application performance for high concurrent user traffic, cutting average API response time from about 5 seconds to about 0.3 seconds.

Software Engineer Nov 2013 – Jan 2016

Terkwaz Business Solutions | Jordan (Remote)

- Built RESTful APIs in a Node.js and Express.js microservices architecture with Docker and MongoDB, including scheduled background jobs.

Software Engineer Jan 2012 – Oct 2013

Freelance | Remote

- Built websites and web applications for clients with JavaScript, PHP, HTML/CSS, and CMS platforms, from requirements to deployment.

AI-AUGMENTED ENGINEERING

Spec-Driven Development (SDD)

- Treat specifications as the primary development artifact: code is generated from human-authored specs, not ad-hoc prompting.
- Define requirements, architecture, and task decomposition upfront, then delegate implementation to AI agents (Claude Code, Cursor) with context isolation and atomic commits.
- Use CLAUDE.md memory files, subagent orchestration, and context engineering to keep architecture coherent across multi-file refactors and complex feature builds.
- Keep AI-generated code at production quality through phase-gate reviews and specification anchoring: structured AI workflows, not vibe coding.

TECHNICAL SKILLS

Frontend: React.js, Next.js, Redux, React Native, TypeScript, JavaScript (ES6+), Tailwind CSS, Ant Design, Bootstrap, LESS, SASS, jQuery

Backend: Node.js, Express.js, NestJS, PHP, MongoDB, Mongoose, MySQL, RESTful APIs, GraphQL

DevOps & Cloud: AWS, Google Cloud (GCP), Docker, Kubernetes, CI/CD Pipelines, Swagger/OpenAPI

E-commerce: Shopify and WooCommerce integrations, shipping-carrier integrations (Bosta, Aramex, J&T), cash-on-delivery order flows, inventory management

AI & Agentic Dev: Claude Code (subagents, hooks, MCP), Cursor, GitHub Spec Kit, cc-sdd

Methodologies: Spec-Driven Development (SDD), Context Engineering, Agile (Scrum/Kanban), Domain-Driven Design, Microservices Architecture

Tools: Git, Jira, Postman, VS Code, CLAUDE.md/AGENTS.md

EDUCATION

B.Sc. in Computer Science 2016 – 2020

Mansoura University, Egypt (completed while working)

LANGUAGES

Arabic (Native) | English (Advanced Professional)

INTERESTS & ACHIEVEMENTS

Competitive Cycling: 1st Place, Egypt Marathon, Kafr El-Sheikh, 2023 | Swimming & Fitness | Travel & Languages