

Zeid Bsaibes

Early-stage start-up veteran with fullstack engineering skills and strong experience in venture finance and scaling small businesses

London, UK
github.com/zeidbsaibes
zeidbsaibes.com

Work Experience

Freelance Fullstack Engineer

Oct 2023 - current

[Various software projects](#)

Fullstack Engineer delivering end-to-end applications and APIs with integrated AI solutions. Combining technical expertise with an entrepreneurial mindset, I prioritize commercial goals to build scalable, efficient systems that drive business growth

Founder

May 2017 - Dec 2023

[Hawkker - London, UK](#)

Conceived, developed and launched a 2-sided marketplace platform for independent food retailers in the UK. Built extensive skills across technology development, UI/UX design, Digital Marketing and management of engineering, marketing and operations teams. Led cross-functional teams, including engineering, marketing, and operations. Rapid growth in MAU and strong feedback from all user types on the platform.

Strategy & Operations Lead

Aug 2009 - May 2017

[Kind Consumer Limited - London, UK](#)

Founding team member and latterly Head of Strategy and Operations for a Medical Devices start-up. Progressed the technology from drawing-board to proof-of-concept to full UK market launch. During this journey helped secure over £30m in capital from Angel, VC and corporate investors and secured a commercial partnership agreement worth over £100m with a [FTSE10 Company](#). Personally exited this business with a share sale which seeded the future ventures.

Consultant

Sept 2008 - Aug 2009

[Booz & Company \(now Strategy&\) - London, UK](#)

Involved in wide range of projects across sectors and functions including chemicals, oil and gas, financial services, Cleantech and Government. Consistently high billability ratings within peer group and received strong feedback at review periods. Developed skills within project management, quantitative and qualitative analytics, presentation development and delivery and strong focus on delivery of client work.

Education

Diploma, Software Engineering

Sept 2023 - Dec 2023

[BrainStation, London, UK](#)

Intensive Full-stack course. Technologies taught: HTML, CSS, JavaScript, SaSS, Postman, Axios, React, Node, Express, MySQL, Prisma, JIRA, Git, GitHub, Heroku, Jest, React Testing Library, Loom, VS Code, Next.js, Next-Auth, Vercel, React Native. Final Project: [refreshfeed.com](#)

BA Economics & Management

Sept 2004 - June 2007

[University of Oxford \(Worcester College\)](#)

Obtained 2:1 Bachelor of Arts in Economics and Management. Courses completed include: Finance, Strategy, Operations, Micro and Macro Economics, Advanced Economic Theory, Marketing and Economic History.

Teaching

Venture Capital and Entrepreneurship Subject Matter Expert

Nov 2019 - Sept 2020

[Saïd Business School - Oxford, UK](#)

Collaborated with the course professor and learning development team to build a comprehensive course which provides holistic understanding of venture finance in theory and practice. Developed in-depth learning materials to teach both prospective VC practitioners and entrepreneurs about evaluating, funding, scaling and exiting businesses.

Skillsets

Engineering

Front-end: React, Next, Tailwind, Typescript, GSAP

Backend: Node, Express, Prisma, Postgres SQL, Postman, Sanity CMS

AI: ChatGPT API, Anthropic API, Pinecone, LangChain, LlamaIndex

Infra and APIs: AWS, Heroku, Vercel, Docker, Mapbox, Google: Maps, ReCaptcha

Digital Marketing

Facebook/Twitter/Google Ads Managers

Hootsuite, Mailchimp, HubSpot, Intercom

Content Creator Management, Blog (Wordpress)

Social Media Management

Start-up Operation

Fund-raising, exit-modelling

IPO Prospectus Development for floatation

Legal & CoSec, Share Schemes (EMI, EIS)

Financial Modelling, Accounting (Xero),

Summary

Zeid started his career with a focus on analytical projects within management consulting. More recently has developed deep experience in early-stage companies having been a member of the founding team and latterly a founder himself. A self-starter who retrained in technology development having developed a broad-skill based within a UK-based pharmaceutical start-up which raised over £30m from high profile investors. Driven by continuous learning and a belief that innovation combined with experience can deliver meaningful and lasting change to improve society at large. A passionate learner and teacher who is always motivated by development of himself and those around him.