

CONTACT

- Tachaarab@gmail.com
- +212 619 986 488
- www.tachfolio.com
- linkedin.com/in/tachfineaarab2005
- Marrakech, Morocco (GMT+1)

CORE SKILLS

FEDERAL CONTRACTING

SAM.gov Research · Subcontractor Sourcing · RFQ / RFP Analysis · Proposal Writing · Quote Evaluation · Pricing Volumes · Subcontracting Plans

SALES & OPERATIONS

B2B Sales Cycle · Cold Outreach · Vendor Negotiation · Client Relations · Case Management

TECHNOLOGY

React · React Native · Node.js · JavaScript · Flutter · Three.js · Lua · AI Tools & LLMs

LANGUAGES

- Arabic — Native ●●●●●
- English — Fluent ●●●●●
- French — Fluent ●●●●●
- Spanish — Beginner ●○○○○

INTERESTS

Artificial Intelligence · Product Building · Automation

TACHAFINE AARAB

Federal Sourcing & Proposal Specialist | B2B Sales | Developer

> Sourcing and proposal specialist supporting U.S. federal contracts from first opportunity to submitted bid. Combines B2B sales experience, sensitive client casework and full-stack development, with a proven record of working with North American and UK teams and clients across time zones. Trilingual in English, French and Arabic.

EXPERIENCE

Sourcing Specialist — CURRENT
May 2026 - Present

Underwood Federal Solutions · Morocco

- Identify and qualify U.S. federal opportunities on SAM.gov and source subcontractors for **60+ solicitations** across the Air Force, Army Corps of Engineers, Navy, Coast Guard, VA, National Park Service, USDA, FEMA and more.
- Build vendor pipelines through cold calls and email in HVAC, fire protection, elevators, generators, janitorial and security systems, then evaluate quotes against scope and compliance requirements.
- Write federal proposals including technical volumes, subcontracting plans and pricing; entrusted with drafting **full proposals** after strong manager feedback.
- Redesigned the company proposal template now used across the team.

B2B Broker / Credit Specialist
Oct 2025 - Feb 2026

OnDeck · New York, NY

- Pitched and placed business credit lines for small and mid-sized companies across North America.
- Owned the full sales cycle, from prospecting to close, matching business owners with funding solutions that fit their cash flow needs.

Speaking File Handler
Mar 2025 - Aug 2025

Criminal Injuries Helpline · Marrakech, Morocco

- Guided assault victims through UK Criminal Injuries Compensation Authority (CICA) claims with empathy and discretion.
- Coordinated with police, GPs and CICA to gather evidence and move cases forward, keeping highly sensitive files accurate and complete.

Customer Support Agent
Jan 2022 - Dec 2022

Binance · Remote

- Resolved high volumes of technical and trading inquiries for one of the world's largest cryptocurrency exchanges while protecting sensitive financial data.

Freelance Developer
2020 - Present

Independent · www.tachfolio.com

- Design and ship web and mobile apps with React, React Native and Flutter, including an e-commerce platform with integrated payments and a personal finance tracker.
- Build AI-powered products and 3D/interactive experiences using modern AI tooling, Three.js and Lua.

EDUCATION

English Studies (coursework) — 2025
Université Cadi Ayyad, Marrakech

Baccalauréat in Physics, French International Option (BIOF) — 2025
Lycée Salah Eddin Al Ayoubi, Marrakech