

Deputy General Manager at ALFA Testing Equipment | PhD Candidate at Middle East Technical University | MSc Geotechnical Engineer | BSc Civil Engineer

 Born: Mosul, Iraq | Current: Ankara, Türkiye

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 [www.mostafaalyousif.com](http://www.mostafaalyousif.com) | [LinkedIn](https://www.linkedin.com/in/mostafaalyousif/) | [www.alfatest.com.tr](http://www.alfatest.com.tr)

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## Professional Summary

I am a **geotechnical engineer** and **full-stack programmer** with a passion for excellence and a commitment to innovation. Born in Iraq in 1990, my journey of academic and professional achievements began early, marked by a perfect 100/100 grade in primary school and being ranked as the #1 student in the IQ entrance exam for the gifted-students high school in 2002.

In 2008, I began my **Bachelor's in Civil Engineering** at **Eastern Mediterranean University (EMU)** in the Turkish Republic of Northern Cyprus (TRNC). Graduating as the top student of my department in just 3.5 years, I earned High Honor distinctions seven times. My graduation project explored innovative mass production techniques for adobe bricks.

For my **Master's at Middle East Technical University (METU)** in Ankara, Turkey, I collaborated with MIT-Assoc. Prof. Kartal Toker on groundbreaking research. My thesis involved developing a computer-controlled triaxial test setup and investigating multistage triaxial testing on sand, completed in 2015.

Since 2012, I have been an integral part of ALFA Testing Equipment, starting as a Sales Engineer and now serving as Deputy General Manager. My diverse role spans CRM, sales, ERP implementation, programming, technical support, electronics, automation, R&D, IT, graphic design, manufacturing, logistics, and enterprise solutions.

In 2023, I embarked on a **PhD in Geotechnical Engineering** at **METU** under the mentorship of Dr. Kartal Toker. This opportunity allows me to merge academic research with my professional expertise at ALFA, driving innovation in geotechnical engineering through advanced testing equipment and cutting-edge R&D.

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## Useful Links

- **Google Scholar:** <https://scholar.google.com/citations?user=8PPCANsAAAAJ>
- **ORCID:** <https://orcid.org/my-orcid?orcid=0009-0003-0114-2924>

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## Professional Experience

### ALFA Testing Equipment – Ankara, Türkiye

#### **Deputy General Manager** (Oct 2021 – Present)

- Leading departments including Sales, CRM, R&D, Automation, and IT.
- Overseeing software development for embedded systems and PC interfaces.
- Managing technical support, electronics, and manufacturing processes.
- Directing digital transformation initiatives, ERP deployment, and data integration.
- Supervising graphic design, labelling, and enterprise documentation.

#### **Sales Manager** (Jul 2015 – Oct 2021)

- Managed international sales across MENA, Europe, and Asia.
- Developed full-stack applications (front-end, back-end, and embedded).
- Oversaw technical documentation and product marketing materials.
- Provided after-sales technical support and coordinated custom R&D projects.

#### **MENA Sales Manager** (Sep 2014 – Jul 2015)

- Expanded ALFA's distribution network in the Middle East and North Africa.
- Led regional marketing, graphic design, and catalog development.
- Contributed to website maintenance and digital content management.

#### **International Sales Specialist** (Aug 2012 – Sep 2014)

- Handled export documentation, quotations, and client relations.
- Maintained company website and supported digital branding.

#### **Civil Engineering Intern** (Jul – Aug 2011)

- Conducted laboratory testing and data analysis on soil and concrete samples.
- Assisted in calibration and reporting for testing machines.

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## Eastern Mediterranean University – Famagusta, North Cyprus

**Webmaster, Civil Engineering Department** (Sep 2009 – Jul 2012)

- Designed and maintained departmental website.
- Created visual content (posters, banners, course slides).
- Managed social media presence and academic announcements.

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## Education

- Ph.D. – Geotechnical Engineering** (METU, 2023 – 2027)  
Focus: Secondary compression, soil behavior modeling, and automated testing systems.
- M.Sc. – Geotechnical Engineering** (METU, 2012 – 2015)  
Thesis: *Multistage Triaxial Testing on Sand* – under Assoc. Prof. Kartal Toker (MIT). Developed a **computer-controlled triaxial test setup** integrating mechanical and software design.
- B.Eng. – Civil Engineering** (Eastern Mediterranean University, 2008 – 2012)  
Graduated as **Top Student (Outstanding Student Award)** with multiple **High Honor Certificates**.  
Thesis: *Investigation on Mass Production of Adobe Bricks*.
- High School Diploma – General Science** (Al Mutamayzeen High School, Mosul, Iraq, 2002 – 2008)  
Ranked #1 in Iraq's national gifted-student entrance exam.

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## Publications

- Methods for Multi-Stage Triaxial Test on Sand**
- Investigation on Mass Production of Adobe Bricks**

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## Licenses & certifications

- Introduction to Data Analysis using Microsoft Excel
- Non-Destructive Testing (NDT)
- Certificate of Mastery / Computer-Aided Manufacturing (Ustalık Belgesi)
- Master Teaching Certificate (Usta Öğreticilik)
- Arduino: Make an IoT environment monitor by Dr. Peter Dalmaris
- ESP32 and PlatformIO IoT Project by Dr. Peter Dalmaris
- Basic electronics for Arduino Makers by Dr. Peter Dalmaris
- Arduino Step by Step: Getting Serious by Dr. Peter Dalmaris
- Learn Maltese in Maltese: speak and write Malta's language
- ESP32 for Arduino Makers by Dr. Peter Dalmaris
- Interrupt Driven Embedded Applications
- Object Oriented Programming
- Inventory Management
- Contracts Bottom Line, Claims Universe & Disputes Resolution
- Unmanned Aerial Vehicle (UAV) Pilot License (IHA-1 Sports)
- Skills: Drone Photography · Drone Videography · Drone Piloting
- Blynk mobile development for Arduino by Dr. Peter Dalmaris
- Business Communications
- Design Thinking
- Presenting Data
- Arduino Bootcamp : Learning Through Projects
- Arduino Step by Step: Getting Started by Dr. Peter Dalmaris
- Business Email
- Effective Leadership
- Effective Presentation
- Introduction to Electronics Fundamentals
- Strategic Planning
- Success Mindset
- Certificate of Appreciation
- SPIKE Certificate of Merit (Socio-cultural Professional and Industrial Knowledge and Experience)

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- Cyber Security Foundation - CSFPC™
- Remote Work and Virtual Collaboration Professional Certificate (RWVCPC)

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## Skills

- **Engineering:** Geotechnical Testing · Soil Mechanics · Instrumentation · Data Acquisition
- **Software:** Full-Stack Programming · Embedded Systems · ERP · Automation · IoT
- **Business:** International Sales · CRM · Digital Transformation · Project Management
- **Creative:** UI/UX · Graphic Design · Website Development · Technical Documentation

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## Research Interests

- Secondary Compression and Creep Behavior of Soils
- Time-Dependent Settlement and Long-Term Deformation Analysis
- Advanced Consolidation and Triaxial Soil Testing
- Multistage and Cyclic Triaxial Testing Methods
- Instrumentation and Automated Data Acquisition in Geotechnical Testing
- Integration of IoT and Embedded Systems in Geotechnical Equipment
- Digitalization of Laboratory Workflows and ERP Integration
- Numerical and Constitutive Modeling of Soil Behavior
- Machine Learning and Predictive Analytics in Soil Mechanics

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## Languages

- **Arabic:** Native
- **English:** Full Professional
- **Turkish:** Professional Working
- **French:** Elementary
- **Maltese:** Elementary

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## Honors & Awards

- **Outstanding Student Award (Top of Class)** – EMU Civil Engineering Dept. (2012)
- **High Honor Certificates** – EMU (2008 – 2012, 7 occasions)
- **Certificate of Appreciation** – ABET
- **SPIKE Certificate of Merit** (Socio-cultural Professional and Industrial Knowledge and Experience) – EMU