

ALANNE SAGUN

Registered Electrical Engineer · CRM Automation & Data Systems Builder

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PROFESSIONAL SUMMARY

Data-driven builder with almost a decade in the sportsbook and trading industry — pricing and managing risk on live sports markets — who then moved into CRM automation and data engineering. The pattern is the same in both worlds: walk into a system that's grown messy, map out where it actually breaks, and rebuild it as something reliable, using SQL, Python, Apps Script, and full-stack apps on Supabase and Cloudflare. Designs, builds, and owns every system end to end — including finding and fixing the hard bugs personally, in production. Registered Electrical Engineer by training, self-taught across the rest.

CORE SKILLS

SQL · Python · TypeScript / JavaScript · Excel VBA / Macros · Google Apps Script · Cloudflare Workers & Pages · Supabase (Postgres, Auth, Storage, Realtime) · Next.js · Pipedrive CRM + REST API · Data Analysis · Process Automation · Database Management (Postgres, SQLite, AWS RDS) · Risk Analysis · Problem Solving

PROFESSIONAL EXPERIENCE

Founder

Jul 2026 – Present

CourtRatesPortal · Philippines · Remote

- Designed and built a two-sided marketplace aggregating live court/facility booking rates and availability across multiple apps in one place
- Built an end-to-end automated data pipeline — scraping, normalizing/deduplicating across sources, and loading availability into the site — self-healing via heartbeat monitoring and automatic revival, with an email alert to me as the last line of defense if a failure persists
- Owned the full stack solo: product design, brand identity, marketing (brochure, business cards, launch emails), and the web build
- Built a three-tier facility-owner product with automated PayMongo payment routing and a 0% platform take rate

Lead Quality Analyst

Apr 2026 – Present

Community Minerals · Remote

- Mapped end-to-end marketing processes and identified automation opportunities across every process
- Built a roadmap to automate backend, frontend, and user-facing workflows
- Connected and automated Google Sheets, Pipedrive CRM, Outlook Email, Slack, and other company tools
- Automated CRM-to-Sheets extraction with triggered email and Slack notifications
- Consolidated 22 branches of processes into 1, improving end-to-end efficiency
- Cut a cumulative 100+ weekly hours of manual work, repurposed into quality double-checking
- Built web scraping tools to reduce manual data collection

Lead Management Specialist I

Oct 2025 – Apr 2026

Community Minerals · Remote

- Cleaned, normalized, tagged, and managed CRM data in Pipedrive
- Developed SQL, Python, and VBA automations to reduce manual work
- Created and maintained databases using Excel, SQLite, and AWS RDS
- Improved processes and operational guidelines

Sep 2025 – Present

Mathematics Teacher & Assistant Assessor

Buglas Institute of Butchering and Slaughtering Corporation (BIBSCORP) · On-site

- Teach mathematics and food-processing related subjects
- Assist with assessments and certification processes; prepare students for industry assessments

Live Football/Soccer Expert

Oct 2023 – May 2025

Kambi · Hybrid

- Traded the highest-tiered football/soccer matches and managed live trading risk exposure
- Trained new employees on soccer trading and maintained live trading guidelines
- Ran data analysis on dangerous free-kicks, throw-ins, player props, and corner markets
- Reported on live soccer product performance and trading outcomes

Sports Compiling Expert

Sep 2022 – Oct 2023

Kambi · Hybrid

- Compiled and monitored odds across multiple sports (pre-match and live)
- Managed pricing and risk exposure; supported live trading and market monitoring

Sports Analyst / In-Play Trader

Jan 2020 – Sep 2022

Kambi · On-site

- Managed live sports events and risk across football, tennis, basketball, baseball, table tennis, badminton, darts, and outrights
- Analyzed betting patterns and suspicious activity; ensured accurate, timely event trading

NBA Odds Compiler

Jun 2015 – Jun 2019

Freelance · Philippines · Remote

- Priced NBA markets and handicaps and managed client betting activity as a middle-man, handling ~25 clients daily

KEY SYSTEMS BUILT & SHIPPED

Six production tools designed, built, and owned solo end to end — problem, approach, and impact for each at the portfolio site.

Anything Pipedrive

Cloudflare Workers + Pages + Supabase

- Designed, built, and run this platform solo: unified five separate CRM workflows (deal review, merge-and-archive, campaign performance, contact removal, email blocklist reclassification) behind one Supabase Auth login
- Found and fixed 9+ rounds of real correctness bugs by testing against real data, plus a follow-up self-audit that caught 4 more issues
- Every job (merge, recreate, export) survives a closed tab, resumed automatically by a Cloudflare Cron Trigger

Pipedrive Deal Cleanup & Merge Toolkit

Google Apps Script

- Designed a six-category detection pipeline (BUID/email/phone duplicates, orphans, junk, malformed data) feeding an Identify → Review → Execute process
- Built an archive-before/archive-after safety net, dry-run mode, and typed confirmation gate on every irreversible Pipedrive merge

CAD Property Extractor

Google Apps Script + Slack

- Designed and built an automated web scraper replacing manual Texas county appraisal-portal lookups, via a shared-library architecture serving multiple Google Sheets with zero exposed credentials
- Built a heartbeat-based crash recovery system and FIFO job queue keeping extractions running unattended

Distribution & Consignment POS + CRM

Next.js 14, Supabase

- Designed and built a full POS + CRM covering consignment, per-unit inventory tracking, staggered payments, and live Realtime dashboards across 30+ migrations
- Ran my own architectural review and closed real RLS/security gaps found through it

Multi-Tenant Court Facility POS Platform

Express, Supabase

- Migrated a single-store Electron POS to a multi-tenant Express + Supabase web platform serving 9 business units on one shared engine
- Found and closed a real RLS gap (5 tables, including password hashes, reachable via the public anon key) via my own hardening pass; backed by CI, Playwright E2E tests, and an ADR log

CourtRatesPortal

Founder / solo builder

- Designed and shipped a two-sided court-booking marketplace end to end — product, brand, and go-to-market, solo
- Self-healing scrape-normalize-load pipeline keeps availability live automatically, with heartbeat monitoring, automatic revival, and an email alert to me as the last-resort escalation

EDUCATION

Bachelor of Science in Electrical Engineering

Silliman University, Dumaguete City, Negros Oriental, Philippines — Registered Electrical Engineer (PRC-licensed)

OTHER TECHNICAL PROJECTS

Basketball Over/Under Model (Excel VBA) · Baseball Over/Under Model (Excel VBA) · Shuttle Scheduler Automation · Team Login & DTR System · Live Trader Finder & Daily Trading Dashboard

ADDITIONAL EXPERTISE

Football/Soccer Trading, Basketball Trading, Tennis Trading, Table Tennis Trading, Baseball Trading, Badminton Trading, Outright Trading, AutoCAD, MATLAB, Arduino, Pinguino, Natural Language Processing basics.