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| **Goals and objectives** | **:** | To use and share my 38 years experience over various business sectors and participate others business developments and success.My target to join a reputed Organization, where it needs to build up success strategies and promote their activities, by enhancing the performance and the capabilities of their assets and increasing the profitability. |
| **Key Qualifications** | **:** | Setting the marketing strategies, building business plans, maximizing the output of the recourses by Activities analysis, Re-structuring organizations and re-engineering process, evaluate and measure the impact of the economic status and alter the plans and strategies to maximize the final positive results .Projects Management in different areas, Real Estate projects, Public Sector, Utilities and Government sectors, SW Projects & Automation, Training, Financial Planning, Budgeting Forecasting, cash flow Management, Strategic Planning, Re-engineering of organization structure and process, monitoring performance and design evaluation criteria to measure the performance of each sector comparing the performance before and after re-engineering, define and enhance communication path between departments or organizations to enhance performance. |
| **Employment** | **:** | * **Feb 2007 to Now Real Estate development and Marketing**

My main task is promoting various Real Estate projects in Alexandria Damanhur and Cairo starting from the design stage till the ownership, Lately Plaza Mall – Damanhour – Project Area 612m2 the sales target value was 25 million developed to worth 160 million LE * **Sept, 2002 Jan 2007 Delta Advanced Information Technology Deputy General Manager.**

My task is to handle the business intelligent application, where enabling the large customer to utilize their resources to achieve the optimum performance (Distributed Resource Management System) DRMS, Which require analyze their activities, studding the detailed process life cycle, propose solutions and apply processes re-engineering of process, workflow and Business Intelligent, and Project Managements, and a lot of the state of art SW Technology, Like Process management System for Govt. and Utilities. Including re-engineer the process and the Department structure to enhance the performance, reduce cost and increase productivity, E-Learning with the state of art learning facilities, courses and on line training and evaluation, and a lot of solutions. |
| **`** |  | * **Sep., 1999 to Aug 2002 Progress II –- USAID**

I was involve in implementing the financial management program to the electricity sector in Egypt:* Evaluating USAID projects for the real estate development and the Mortgage in Egypt and World trade organization and Land registry, etc ..
* Sharing in designing Financial Model. which help the management to a healthy financial actions and enables them to evaluate their financial needs, I was involve in a stage for customizing the model into Arabic, in presenting the model how it works and how the top management get use of the result, designing the input sheets, analyzing the output of the model, also implementing the model into three accounts ( Alexandria electricity Company Distribution), ( West Delta Production Company), and (Behaira Distribution Company) I was managing the three accounts together.
* Reengineering the Loan Tracking System. which include two modules
	+ Loan evaluation either in local currency and the financial impact of foreign currency during the fluctuation of the local currency.
	+ The other module is managing the existing loans and I was involve reengineering the Loan tracking system to make it more user friendly and reorganizing the screens put the logical and physical controls and supervising the programming of the system, testing, debugging and training the Financial advisors team as well as the three accounts I was handling also most of the accounts from Aswan to Alexandria.
* Cash management system model, I was involved in implementing the system in the three accounts which I was handling.

It was a great and interesting job as it was a challenging one need a lot of studies, proper communications, SW development and training and managing presentation to top management and other staff several times. |
|  |  | **Sep., 1996 to Sep. 1999** Business development consultant Al Taif Contracting companies fro more than 10 Real State projects |
|  |  | * **Aug, 1990 to Aug. 1996 Alpha Information Systems OMAN GM**

As a GM I was leading a team of 60 highly qualified persons in the area of IT, Telecommunications and office equipments managing all activities in that area serving large customers GOVT. sector and private sector .Ministry of Housing, Muscat Municipality, General Organization of telecommunication, Ministry of social affairs, Ministry of water resources, Ministry of Education, Royal Palace, Royal Oman Police and most of the Government Bodies.With regard to telecommunications, we was involve as Alpha Information Technology to re-structure the whole Organization, studying the process and we did the re-engineering of the whole Company, propose IT solution, Define the Communication path between Departments, and between company and customers, work out the detailed Technical department activities, like customer care department, technical department, and Finance department, the result of our studies cause a great performance and profitability, and achieve a 81% ROI for the first year.  |
|  |  | Meanwhile I was an active member of the (ASB Group of companies) steering Committee my task is defining polices and strategic planning of 12 large companies working in different economic activities, follow up implementation and financial achievements and sorting out difficulties and measuring all activities through evaluation criteria for each company based on their activities, and define market share target. |
|  |  | * **May 1990 to July 1990 (Consultancy Services with Business System Incorporation) (Sharjah State – Sheikh Faysal Al Qasmi).**

I was involve in a consultancy services for a three months period to set up operations and hook the company to some agency like Bull, Compuprint, Nipson, Zenith Data Systems, Mathilda.* **Apr, 1982 Apr 1990 ( IT Expert) Ministry of Housing Sultanate of Oman**

I was In-charge of the information Technology Department, I had started the IT Division from creating it up to automation of 85% of the Ministry activities, I had Analyze the Whole Company Activity and lead internal Activities of re-process the procedures to match the IT Technology, also I was an active member of Supreme Committee of town planning, also GITC Committee (Government Information Technology Committee) . * **Nov, 1979 to Mar. 1982 International Association of Islamic Banks**

Economic Researcher, In charge of Data Bank and Manager of export and import plus member of Technical Committee and Manager of export and Import, assisting in publishing activities. |
| **Educations and Training** |  | * Alexandria University – Faculty of commerce \_ Accounts
* Data Bank training – 2 weeks Cairo 1980
* L.C Training – 2 weeks Cairo 1981
* Computer Training – not less than eleven months:
* Dos, windows Word processing , lotus 123, Excel, power point, Unix, Oracle, Informix, Cad, GIS, and many others.
* 8 Sales and marketing training course France Cyprus between 1990 and 1996
* Communication skills improvement Paris 1995.
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| Countries business visited | **:** | **Europe :** Holland, Italy. France, Germany, Cyprus, Belgium and Greece**ASIA:** Sultanate of Oman, United Arab Emirates, Bahrain, India, Taiwan, Hong Kong**Africa:** Sudan |
| **Practical Achievements** |  | Through a years of experience a lot of successful achievements using different methodologies and techniques* Out sourcing business opportunities,
* Making visibility studies
* Using the proper negotiation techniques to close the deals in favor of both parties, protecting our interst.
* Competitors evaluation
* Designing the required business plans to reduce any risk factors and increasing profitability
* Develop staff skills and apply required in house and external training
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