

# Ahmed Ragab ElAfifi

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## SUMMARY

Results-oriented Site Engineer with a strong entrepreneurial background. Led ArtBag Academy, a thriving art education startup, demonstrating initiative and strategic thinking. Successfully completed 2 site engineer trainings and possesses a proven ability to learn new programs and adapt quickly. Eager to apply problem-solving and project management skills in the construction field. Skilled in communication, collaboration, and fostering a positive work environment. Committed to delivering high-quality results and exceeding expectations.

## EDUCATION

### Faculty of Applied Arts

Minor in Sculpture and Arch and Restoration Department • Benha University • Benha • 2022 • good

## EXPERIENCE

### Founder & CEO

ArtBag Academy

September 2019 - Present, Egypt

- The first university academy for arts colleges, starting in 2019. It is now the largest academy in arts colleges.
- Successfully managed the academy's system from inception to establishing a strong and accredited brand across colleges Ex: Alexandria, Tanta, dokki, 6th of October, Badr city, Beni Suef.
- Proficient in problem analysis and generating innovative solutions.
- Developed work mechanisms through additional ideas.
- Knowledgeable in sales and purchasing, client acquisition, and providing sustainable value. For instance, students who take a course in their first year continue to work with us until graduation if they demonstrate competence compared to other applicants.
- Marketing expertise, including brainstorming unique ideas and features, as well as enhancing existing ones to increase attraction.
- communication and public relations with customer gained this skills from extensive interaction with professors or teaching assistants as higher education qualifications in the academy.
- Gained competitors through their public relations and continuously working on improving the internal system for better competition.
- Worked on fluidity of ideas for diverse additions to increase academy revenue from sponsors, training companies, and other student services.
- Proficient in writing purposeful, engaging, and compelling content from marketing and sales perspectives.
- Orchestrated the strategic direction and oversaw all facets of company operations, achieving a 300% revenue growth over a 5-year period while maintaining a 95% client retention rate.

## Training

### Site Engineer Trainee

Bin laddin

May – Oct 2022, Cairo

### Site Engineer Trainee

I build

May – Jul 2021, Tanta

## SKILLS

- Organize and planning events
- Communication
- Negotiation