Ehab Mahmoud Ezzat Ahmed

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Date of Birth: 1-1- 1988
Military Status: Postponed
Marital Status: Single



Education:

- Study PhD in Business Administration at Mansoura University.
- Master Degree in Business Administration "Market orientation and its impact on the development of customer loyalty" from Sadat Academy 2015.
- Bachelor of Business Administration from Sadat Academy for Management Science 2008.
- Major: Marketing & E-commerce.
- Grade: Good.
- GPA: 2.89.

Objective:

Iam willing to establish my lifetime professional career that will match my capabilities, my personal and academic interests and benefit from my studies to invest them in contributing business success across the organization and self-development to increase personal effectiveness, and other areas for development.

Experience:

1- Working as Training and Development Manager at High Institute of Management Science and Computer from 01/09/2015 till Now.

- Identify training needs by evaluating strengths and weaknesses.
- Translate requirements into trainings that will groom employees for the next step of their career path.
- Build annual training program and prepare teaching plans.
- Develop or oversee the production of classroom handouts, instructional materials, aids and manuals.
- Direct structured learning experiences and monitor their quality results.

2-Working as Assistant Lecturer at High Institute of Management Science and Computer from 01/09/2015 till Now.

- Teach as a member of a teaching team within an established programme of study.

- Teach in a variety of settings from small group tutorials to large lectures, ensuring content, methods of delivery and learning materials meet the defined learning objectives for individual teaching sessions.
- Develop own teaching materials, methods and approaches taking into account established or agreed practices where necessary.
- Supervise the work of students, provide advice on study skills and help them with learning problems.

3-Working as Marketing Manager in Smart Training Centre from 01/06/2013 till 31/08/2015.

- Develop, and evaluate marketing strategy, based on knowledge of establishment objectives, market characteristics, and cost and markup factors.
- Formulate, direct and coordinate marketing activities and policies to promote products and services, working with advertising and promotion managers
- Direct the hiring, training, and performance evaluations of marketing and sales staff and oversee their daily activities.
- Negotiate contracts with vendors and distributors to manage product distribution, establishing distribution networks and developing distribution strategies.

4-**Working as Purchasing Agent in Vinci Construction Grand Projects in Egypt From 1/4/2012 till 30/5/2013.**

- Coordinate and direct activities of workers engaged in cutting, transporting, storing, or milling products and in maintaining records.
- Determines method of procurement, such as direct purchase or bid.
- Prepares purchase orders or bid requests.
- Reviews bid proposals and negotiates contracts within budgetary limitations and scope of authority.

5-Working as Marketing Specialist in Mansoura Science Training Centre From 1/9/2009 till 31/3/2012.

- Establish and maintain a centralized archive of presentations, marketing materials and communications that is accessible to various functional groups internally.
- Coordinate various outreach events throughout Oregon to support the program.
- Create and distribute rollout communications for program updates, product enhancements, direct marketing programs and sales tools. Maintain marketing Plan flowchart.

6-Working as Researcher Assistant in Nile Academy Form 1/9/2008 till 1/12/2011 (Part Time).

- Provide much needed support to classroom students enrich the teaching of remedial lessons by providing individual support to students on a consistent basis.
- Assist students in successfully learning the daily lesson objectives.
- Help students to become successful in classroom tasks.
- Responsible for recording student's grades and taking daily attendance.

Courses and Training:

- Diploma in Human Resources Management from CAME (Center Of Accounting and Managerial Expertise).
- ICDL (International Computer Driving Licenses).
- TOT (Training Of Trainers) from Mansoura for Science and Technology Center.
- Preparing University Lecturer from Mansoura University.

Language Skills:

Arabic: Mother tongue
English: Very Good command of spoken and written English

Training Experiences:

Lecturer at Business Administration and Human Development at:

- Canadian International College for Continuing Education.
- Future Training Center.
- Came Center (Center Of Accounting and Managerial Expertise).
- Smart Center for Administrative and Accounting Training.
- Training Center of the Sales Tax Authority.
- Mansoura for Science and Technology Center.

Training and preparation of training course materials the following:

- HR Management.
- Marketing Management.
- Logistics Strategy & Supply Chain Management
- Quality Management
- Inventory Management.
- How to prepare CV and pass the personal interview?
- Build and manage a team to work effectively.
- Time management is the management of your life.
- The art of effective communication and interpersonal skills.
- Supervising and monitoring the performance of employees.
- Motivation among workers.

- Customer Service.

Teaching the following course:

- Production Management.
- Marketing.
- Principles of Business Management.
- Local Public Administration.
- Marketing and E-Commerce.
- Financial Management.

Companies I have Training

- The Statistical Centre for the Cooperation Council for the Arab Countries of the Gulf.
- "PDF" Professional Development Foundation.
- "First Company" for Industrial Development.
- "Dr.Nabil Eltarshouby" Pharmacy Group.
- "Sales Tax Authority" Suez Branch.
- "Sales Tax Authority" Shebin El Koum Branch.
- "Sales Tax Authority" Ismailia Branch.
- "Sales Tax Authority" Zagazig Branch.

References Furnished Upon Request