

AHMED ELKAIM

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PROFESSIONAL SUMMARY

Business Development Specialist with over 9 years of diverse experience across contracting, tourism, and trading industries. Proven track record in driving business growth, building client relationships, and expanding market share. Skilled in identifying new opportunities, negotiating contracts, and implementing strategies to achieve sustainable growth. Seeking to contribute expertise in business development to a dynamic and forward-thinking organization.

KEY ACHIEVEMENTS

- Expanded customer base and increased sales revenue through effective business development strategies.
- Established and nurtured strong partnerships with key clients and stakeholders.
- Identified new market opportunities leading to successful entry into new business segments.
- Improved client retention by enhancing service delivery and communication channels.

PROFESSIONAL EXPERIENCE

- Business Development Specialist | Masharee'a Almodon for Contracting – Riyadh, Saudi Arabia (May 2024 – Present)
 - Developing and executing strategies to acquire new clients and projects.
 - Managing relationships with existing customers to ensure satisfaction and long-term collaboration.
 - Identifying market opportunities and preparing business proposals.
 - Negotiating and finalizing contracts with partners and clients.
- Business Development Officer | The Ark of Solutions (Nefer Tours Group) – Cairo, Egypt (Jun 2023 – Feb 2024)
 - Conducted market research to identify growth opportunities in the tourism sector.
 - Built and maintained strong relationships with corporate clients.

- Collaborated with management to design and implement sales strategies.
- Generated new leads and converted them into long-term clients.
- Business Development Coordinator | Nefer Tours – Sharm El Sheikh, Egypt (Jan 2021 – May 2023)
 - Supported business expansion by identifying new client opportunities.
 - Prepared presentations and proposals tailored to client needs.
 - Assisted in negotiation of agreements with stakeholders.
 - Coordinated with internal teams to ensure service quality and customer satisfaction.
- Accountant / Business Support | National Leasing Co. Ltd. (AFRAS Group) – Riyadh, Saudi Arabia (Oct 2018 – Oct 2020)
 - Assisted management in preparing financial and business reports for decision-making.
 - Provided analytical insights to support contract negotiations and pricing strategies.
 - Supported the business team in identifying cost-saving opportunities.
- Accountant / Business Support | AFRAS Trading & Contracting Co. – Riyadh, Saudi Arabia (Mar 2017 – Oct 2018)
 - Prepared reports that contributed to market expansion strategies.
 - Supported negotiations by providing accurate financial insights.
 - Collaborated with teams to ensure alignment between business goals and financial objectives.
- Accountant / Business Support | Waha Fruits – Riyadh, Saudi Arabia (Oct 2015 – Mar 2017)
 - Maintained customer and supplier accounts while supporting business negotiations.
 - Prepared sales performance reports for management decisions.
 - Assisted in developing client relationships and ensuring repeat business.

EDUCATION & CERTIFICATIONS

- BA in Commerce – Accounting Department, Alexandria University, Egypt – May 2013
- Economics & International Business, International Business Management Institute – 2024
- Modern Accounting Diploma, International British Academy – 2014

- Professional Financial Accounting (PFA), International British Academy – 2014
- Electronic Accounting Diploma, International British Academy – 2014
- Bookkeeping & Financial Statements Diploma, International British Academy – 2014
- Diploma in English, American University of Sciences – 2014
- ICDL Certification, EAAC – 2013

SKILLS

- Business Development & Sales Strategies
- Market Research & Analysis
- Client Relationship Management (CRM)
- Negotiation & Contract Management
- Project Management
- Financial & Business Reporting
- Microsoft Office Suite (Excel, Word, PowerPoint) – Very Good
- Internet Research & Data Analysis – Excellent

LANGUAGES

- Arabic: Native
- English: Very Good

ADDITIONAL INFORMATION

- Nationality: Egyptian
- Date of Birth: 23 Nov 1991
- Marital Status: Married
- Military Service: Exempted
- Driving License: Private