

Ahmed Hesham Abo Bakr Mohamed Ali

VERSATILE BUSINESS PROFESSIONAL

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OBJECTIVE SUMMARY

An adaptive and results-oriented business professional with a strong foundation in economics, finance, and business development. Armed with a high-honors degree in Economics and diverse experience across business development, financial services, and academic instruction. Proven ability to drive business growth through market research, CRM automation, and strategic planning. A fast learner with certified skills in management accounting and financial analysis, dedicated to achieving organizational targets and fostering professional relationships.

AREAS OF EXPERTISE

Business Development, Financial Analysis, Market Research & Competition Analysis, Lead Generation, Prospecting, Feasibility Studies, CRM Setup & Integration, International Finance & Economics, Money & Banking, Managerial & National Accounting, Relationship Building, Cold Calling, Conflict Management

PROFESSIONAL EXPERIENCE

04/2026 – Present Remote - Work From Home	Real Estate Lead Generation Specialist - Cold Caller US Account <i>CCD - Real Estate Acquisition Campaign</i> Key Responsibilities - Leveraged ReadyMode dialer as part of my dialer expertise to manage high-velocity outbound real estate campaigns, optimizing contact rates and lead flow for property acquisitions and listings. - Regularly exceeded monthly KPIs for qualified lead generation, consistently achieving monthly performance bonuses for high-volume conversion. - Managed the full sales cycle of lead nurturing property leads, qualifying prospects based on buying/selling intent and financial readiness.
02/2025 – Present Cairo, Egypt	Entrepreneurial Ship & Personal Projects - Founder and CEO of Hubnax <i>Self-Employed Founder and CEO of Hubnax</i> - Developed series of websites for variety of business projects including Cosmetics.hubnax.com - Bridged the demand gap of niche audience on cosmetics products through utilizing various media channels. - Led development of an advanced automation, CRM system, achieving a 15% increase in operational efficiency.
08/2025 – 11/2025 Remote - Work From Home	Lead Generation Telesales Agent - Cold Caller US Account <i>MYVA – SSDI Campaign</i> Key Responsibilities - Expertly navigated the ReadyMode dialer to manage high-volume outbound campaigns, ensuring maximum talk time and optimal lead distribution. - Consistently surpassed monthly performance targets, qualifying for monthly performance bonuses through high-quality lead generation and conversion. - Efficient Lead Qualification screening and qualifies high volumes of leads for SSDI eligibility by following strict script guidelines and state regulations.
10/2024 – 01/2025 Uk, Remote	Business Development Associate & Sales <i>WhiteCollars & ApplyRight</i> - Designed and optimized a Sales CRM system, performing market research, and analyzing competition, realizing a substantial 40% performance improvement. - Generated leads, established partnerships through networking, and developed strategic action plans using the Canvas Business Model.
09/2024 – 11/2024 USA, Remote	Lead Generation Tele sales Agent - Cold Caller US Account <i>Universal - Vehicle Warranty Campaign</i> - Consistently met monthly sales targets of eight warranty sales per month and updated the CRM system with call dispositions. - Nurtured leads through cold calling and rapport-building to promote and sell vehicle warranty.
04/2024 – 09/2024 Cairo, Egypt	Business Developer Intern <i>Agel</i> - Promoted business growth by creating Canvas Business Models, conducting market research, and mapping the business ecosystem. - Identified growth opportunities, set action plans, and managed lead generation and networking activities.

09/2023 – 11/2023 Cairo, Egypt	Debt Collection Officer <i>Elevate Holding</i> - Successfully collected debts by offering various installment options to debtholders while adhering to compliance SOP scripts yielding over 10k USD monthly debt collections. - Maintained detailed records by updating CRM with call dispositions and notes after each interaction impacting a boost in the workplace environment across agents by 20%.
09/2019 – 08/2022 Cairo, Egypt	Teaching Assistant - Economics Department <i>Future University in Egypt</i> - Taught key economic courses, including International Finance and Money & Banking, which contributed to improving the university's QS Rating and overall rank. - Managed administrative duties like faculty marketing and student registration, resulting in significant student retention and departmental labor savings.
01/2019 – 06/2021 Cairo, Egypt	Accountant & Trainee <i>Ahmed Mohamed Soliman Chartered Accounting Office</i> - Accountant & Trainee A chartered accounting office located in Giza, Cairo. - Employed as an accountant while completing accredited training hours for the Certified Management Accountant (CMA) diploma.
01/2018 – 06/2018 Cairo, Egypt	Technical Support Agent <i>Vodafone UK</i> - Provided frontline technical support for UK-based customers regarding mobile, broadband, and account-related issues. - Diagnosed and resolved technical hardware and software issues over the phone and via email, ensuring clear communication for non-technical users. - Provided technical Support, contributing to a 15% reduction

SKILLS

Business Development, Financial Analysis, Market Research & Competition Analysis, Lead Generation & Qualification, Feasibility Studies, CRM Integration & Management, International Finance & Economics, Money & Banking, Managerial & National Accounting, Relationship Building, Cold Calling, Conflict Management, 60 WPM Fast Typing

EDUCATION

04/2024 – 08/2025 Cairo, Egypt	Business Development Institute <i>BDI Diploma</i> Obtained BDI Diploma Training on Business Development
09/2014 – 07/2018	Future University In Egypt (In Partnership with Cincinnati University) <i>Bachelor of Economics & Political Science</i> - Major: Economics - Minor: Political Science - Grade: "High Honors" with a CGPA of 3.85/4 - Achieved the second-place ranking in the Economics Department for the class of 2018
09/2002 – 07/2014	St. George College <i>High School</i> General Secondary Education Certificate – Sciences Section.

LANGUAGES

Arabic Native Language	English IELTS Overall Score: 7 (C1)	French
German	Japanese	

KEY ACHIEVEMENTS

Revenue and Sales Growth Demonstrated ability to directly impact revenue by consistently meeting monthly sales targets and securing over \$10,000 in monthly debt collections.
Market Expansion and Systems Optimization Drove business growth by generating new leads and partnerships through strategic planning and optimized a Sales CRM system to achieve a 40% performance improvement.
Operational Efficiency and Cost Reduction Engineered a 10% reduction in production costs and a 15% increase in operational efficiency by developing and streamlining advanced automation and CRM systems.

COURSES & CERTIFICATES

Business Development Diploma, CMA Training Diploma (100 Training Hours), **Banking Transactions & Stock Exchange Indices** (40 Training Hours by Cambridge University), **Feasibility Studies** (Udemy Course), **Digital Marketing Diploma, Qs Ranking Quality Certificate** (FEPS Faculty), **Global Debate Course** (Joint program between FUE & North Carolina University), **Model of Egyptian Stock Exchange** (FUE & Egyptian Stock Market), **Soliya Connect Program**.

AWARDS

2018	Ranked the 2nd On FUE Economics Department <i>FUE University</i>
2017	Volley Ball 4th Place <i>FUE</i>

INTERESTS

- Coding & Developing
- Continuous Learning
- Volley Ball & Gym