

Ahmed Khallaf



Business Development Manager

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01 PROFILE

Results-driven Business Development Manager with over 8 years of experience in spearheading strategic growth initiatives across diverse industries.

Adept at cultivating and managing key client relationships, identifying new business opportunities, and driving revenue growth. Proven track record of surpassing sales targets, developing high-performing teams, and implementing innovative business strategies. Possesses excellent communication and negotiation skills, combined with a deep understanding of market trends. Committed to delivering exceptional value through a combination of market insight, client engagement, and a proactive approach to business development. Seeking to leverage extensive experience to drive sustainable growth and enhance market presence.

02 EMPLOYMENT HISTORY

05/2022 — 11/2023	Business Development Manager at Digital hub Dubai As the Business Development Manager at Digital Hub, I play a pivotal role in driving the agency's growth and establishing a strong market presence in the dynamic field of digital marketing. My responsibilities encompass a broad range of activities focused on expanding our client base, enhancing revenue streams, and fostering collaborative relationships. Key aspects of my role include: Client Acquisition and Retention:Developing and implementing effective strategies to acquire new clients in the digital marketing space. Nurturing relationships with existing clients to ensure satisfaction, identify upsell opportunities, and encourage long-term partnerships. Strategic Planning and Execution:Collaborating with the leadership team to develop and execute strategic plans aligned with the agency's goals and industry trends. Identifying and pursuing new business ventures, innovative digital marketing solutions, and revenue-generating opportunities. Market Research and Analysis:Conducting in-depth market research to stay ahead of industry trends, competitor activities, and emerging technologies. Analyzing client needs and industry challenges to tailor digital marketing solutions that address specific market demands. Sales and Revenue Generation: Setting and achieving sales targets through the implementation of effective sales strategies and tactics.
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Collaborating with the sales team to drive revenue growth, negotiate contracts, and ensure client satisfaction.

Cross-Functional Collaboration: Working closely with internal teams, including marketing, creative, and analytics, to ensure seamless project execution and delivery.

Collaborating with the technical team to understand and communicate digital solutions to clients effectively.

05/2022 — 11/2023

Business Development Manager at Jobs Hub

Dubai

As the Business Development Manager at Jobs Hub, I am entrusted with spearheading strategic initiatives to foster the company's growth and market presence. My role encompasses a diverse set of responsibilities aimed at expanding our client base, enhancing revenue streams, and cultivating lasting partnerships. Key aspects of my role include:

Client Acquisition and Relationship Management: Developing and implementing effective client acquisition strategies to expand our customer base.

Nurturing relationships with existing clients to ensure satisfaction and uncover additional business opportunities.

Strategic Planning and Execution: Collaborating with cross-functional teams to develop and execute strategic plans aligned with organizational goals.

Identifying and pursuing new business ventures, partnerships, and revenue streams to drive overall business growth.

Sales and Revenue Generation: Setting and achieving sales targets by leveraging effective sales techniques and strategies.

Implementing pricing strategies, negotiating contracts, and closing deals to maximize revenue.

01/2022 — 11/2023

Business Development Manager at 3C online Coding School for Kids

Dubai

3C is an online platform "learning school established

in 2015 and accredited by ISO, STEM.org that offers a variety of computer programming courses and tools that bridge the gap between wanting to code and becoming an expert in the field for Kids.

We have a large customer base in all Arab countries

As the service is provided online through our educational platform

and I'm Responsible for all Business Development Activities and B2B Deals with any Educational Entity.

05/2021 — 01/2022

Business Development Director at E3mel Business Group

Cairo

My Responsibility Mahrati.com is Mahrati is the leading social enterprise in providing various services for vocational Training and handicrafts in Arabic language Maharti is part of the giant entity of E3mel Business Academy for E-Learning. Scope of work: - Sales Strategy, Marketing Strategy, and Customer Satisfaction Strategy and Leading the teams to implement all of this Strategist. Our Achievement :- In the short Period I am here in maharti I started with the company from the beginning of the launch of their first product, which is the recorded training courses. I

create new products and sold them to individuals and companies. I also submitted and won two competitions with a financial return of more than 120 thousand US dollars and signed some of Protocols with the Government and Obtaining a tender from the Ministry of Industry 1 Million Egyptian Pound.

06/2020 — 05/2021

Business Development Director at Industrial Contracting Engineering ICE Group

Cairo

Scope of work:-

Sales Strategy, Marketing Strategy, and Customer Satisfaction Strategy and Leading the teams to implement all of this Strategist. Our Achievement :- I started with the company from being a small company for the maintenance of Home appliances devices with a very small team of technicians until we reached today at the end of 2021 to be a contracting company working in more than one engineering sector such as establishing water stations and sewage plants and engineering contracting specialized in the field of MEP

11/2017 — 06/2020

Business Development Director at KIT for Engineering Innovation Company

Cairo

Scope of work: - Sales Strategy, Marketing Strategy, and Customer Satisfaction Strategy and Leading the teams to implement all of this Strategist.

Our Achievement:- I started with the company from the establishment stage until the company became one of the Top 5 companies in the field of engineering training in the field of weld inspection.

07/2015 — 11/2017

Co-founder, Business Development Director at ALQALAM

Cairo

Al-Qalam is a creative space and a platform dedicated to spread nationally and internationally Arabic Calligraphy, Islamic Ornaments and their contemporary practices. Scope of work:- Marketing Strategy, Customer Satisfaction and Partnerships and Deal Architecture for Al-Qalam Growth Strategy Targets.

Our Achievement :- Prize of Creative Companies competition by "Creative Circles" , the first business incubator dedicated to the creative economy sector in Egypt, funded by the European Union in Egypt and it is in cooperation between the Ministry of culture and EUNIC Egypt.

The Creative Design incubation program, offered by Nilepreneurs Initiative and sponsored by QNB AlAhli Bank The first place and the best cultural art project in the "Initiative" competition launched by the Ministry of Youth and Sports and the Ministry of Culture. Aidak Maana Prize launched by the Ministry of Youth and Sports the United States Agency for International Development (USAID) in 2019. Al-Qalam Represented Egypt among nominated initiatives for the Youth Voluntary and Humanitarian Initiatives awards, established in the State of Kuwait in 2019. Nahdet El Mahrousa incubation, sponsored by Drosos in 2019. Creative Industries Fund NL grant, Holland in 2019. One of the Top 5 Entrepreneurs Awards from Gen Egypt during the closing ceremony of Global Entrepreneurship Week 2019. One of the top 10 projects that support the creative Islamic economy around the world during the GIES Dubai Summit in the UAE in 2018. Nawah Prize for Social Entrepreneurship in 2017. Injaz Misr Company Program in 2016. Madad Organization grant.

03 EDUCATION

Jan 2013 — Jan 2018

Al-Azhar University

79%, Mining and Petroleum Dep, Metallurgy Engineering,

04 SKILLS

Communication Skills	● ● ● ● ●	Sales	● ● ● ● ●
Negotiation	● ● ● ● ●	Customer Satisfaction	● ● ● ● ●
Leadership	● ● ● ● ●	Entrepreneurship	● ● ● ● ●
Learning Agility	● ● ● ● ●	Innovation	● ● ● ● ●
Organizational Awareness	● ● ● ● ●	Closing (Sales)	● ● ● ● ●
Business Writing	● ● ● ● ●	Business Development	● ● ● ● ●
Problem Solving	● ● ● ● ●	Cooperation	● ● ● ● ●
Communications	● ● ● ● ●		

05 LANGUAGES

English	● ● ● ● ●	Arabic	● ● ● ● ●
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06 EXTRA-CURRICULAR ACTIVITIES

Mar 2014 — Aug 2015

Head of Public Relations , Microsoft Tech Club
Al-Azhar university

MSP Tech Club at Al-Azhar is a student community program that promotes advanced technology through education, practice, and innovation. It also provides students with both technical and non-technical sessions needed which is packing their lives with high level of skills and supporting their careers with opportunities.

May 2017 — May 2018

Public Relations Director , Debate Egypt

Cairo

Debate Egypt is the first Egyptian Independent Debating Platform aiming at spreading and enhancing the debating culture in Egypt and throughout the MENA region. American society Mechanical