

Has about 4 years' experience working in administration field.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 10/02/1995
Gender : Male
Marital Status : Single
Residence : Giza, Cairo

EDUCATION

: Faculty of Law, Cairo University, 2017

LANGUAGES

Arabic : Native Language
English : Very Good

COMPUTER SKILLS

: Windows, MS Office (Word, Excel, Power Point), Internet
: Power BI
: SAP
: Salesbuzz

TRAINING COURSES AND CERTIFICATIONS

- : 365 Data science: SQL Language course.
- : Simplilearn - Data analytics course:
 - The difference between data science, machine learning and data analytics.
 - Types of data.
 - Life cycle of data analytics.
 - Type of data analytics.
 - Data levels of measurement.
 - Data visualization and how use it in the best ways.
 - Best tools to use data visualization as (Bi and tableau).
 - Data science includes (data cleansing - preparation and analysis - trend forecast - data analytics).
 - Steps of data science process.
 - The various stages of data science methodology.

- How to use data analytics in different sectors, such as media, education, healthcare, weather forecasting, etc.
 - Phases of analytics framework.
 - Latest trends in data analytics.
 - Statistical parameters (mean, median, STD, variance).
 - Examples about successful companies using data analytics as (Amazon - Netflix - Google).
- : Udacity: Data analysis FWD scholarship.
- : English course in 4 level 1 Academy (conversation 2).
- : ICDL from Cairo University.
- : Personnel workshop from Managopia (online).
- : Personnel workshop from Dr. Ahmed Eloukil (online).
- : Elmonther sofian YouTube channel (MS Excel – MS Power BI): Importing data from different resources into Power Query, performing ETL Frame work through Data Cleansing, Data Modeling with Power Pivot, Designing Analysis Dashboards and Data Visualizations reports through MS Power BI.

CHRONOLOGICAL EXPERIENCE RECORD

- Dates** : From May 2021
- Employer** : Zeina Tissues Group
- Job title** : Sales Data Analyst
- Job Description** :
- Cleansing & Updating daily Sales data through MS Excel (Power Query).
 - Created a dashboard for sales team.
 - Follow up the sales achievement vs target, active customers and sales visits daily, weekly and monthly.
 - Designing Daily, Weekly / Monthly Operations and Sales Reports for Stakeholders.
 - Setting up weekly coaching sessions with Sales managers presenting analytics reports.
 - Tracking sales monthly target.
 - Setting up various analysis reports for Operations & Sales Managers through MS Power BI.
 - Managing Data Analysis / Entry Team, following up on daily tasks and daily Sales Reports.
 - Analyzing overall Sales Monthly Target and setting up Forecast Dashboards for products target on quarterly and yearly basis.
 - Supply & Demand Stakeholders.
 - Develop, coordinate and implement sales plans designed to maintain and increase existing business and capture new opportunities.
 - Develop sales presentations and participate in meetings with clients.
 - Awareness of organizational growth initiatives regarding market and target customer segments, and the company's potential to meet customer needs.
 - Reporting progress to the Sales/Operations Managers.
 - Analyze existing product and markets in terms of the ability to compete, gain market share, grow revenue and sustain or grow profitability.
 - Collaborate with Sales, Marketing to define effective sales channels of all products.

- Establishing effective relationship with the sales force with leadership, training & pricing.
- Responsible (in collaboration with sales) for the development of the company's revenue forecast.
- Performance reporting and Demand/budgeting processes.

Dates : From Feb. 2019 till May 2021
Employer : Giza Seeds & Herbs Company
Job title : Data Analyst Specialist
Job Description :

- Generating reports & presentations for the Sales stakeholders to be send to the top management.
- Working with MS Dynamics system for data entry and exporting raw data and various sales reports.
- Evaluate Actual vs. Target Sales Dashboards for various sales departments.
- Coordinate sales reporting and forecasting for all sales branches.
- Created master data for production department, extract data to clean and prepare it to extract a lot of insights to improve sales and production, create dashboard "kpis" for production team, sales and sterilization departments.
- Making analysis for production and sterilization departments to calculate OEE, extraction rate, processing rate and downtime, solving production problems and making suggestions to avoid problems.
- Making recommendation to development the production and sales achievement.
- Support other departments to develop the company and increase the company's production rate.

Dates : For 6 months
Employer : Giza Seeds & Herbs Company
Job title : Production Analyst

Dates : For 6 months
Employer : Giza Seeds & Herbs Company
Job title : HR Personnel Internship

Dates : For 2 years
Employer : Office of Counselor Mostafa Marai
Job title : Lawyer