



AHMED Abdelrahman

CONSULTANT

H.R, MARKETING, STRATEGIC
BUSINESS & TRAINING

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OBJECTIVE

" Executive Business Strategy Expert and PhD academic with a 25-year career spanning business leadership, HR excellence, and marketing innovation. Expert at bridging the gap between theoretical frameworks and operational excellence. Specialized in organizational development, entrepreneurship, and talent grooming. A dynamic strategist recognized for fostering creative solutions and leading cross-functional teams toward peak performance. Highly adept at navigating complex business landscapes through strategic thinking and superior stakeholder management."

EDUCATIONAL

DBA in Business administration "Marketing" from Ain Shams University, Egypt. 2021

Ph.D. in Business administration "H. R" from Cornell College, USA. 2013 - still being equated now by the Supreme Council of Universities.

M. P. A. Master of Public Management Administration. 2010. (Specializing in public, governmental and semi-governmental institutions) From Arab Academy for Science and Technology and Maritime Transport – EGYPT-

Holds the academic equation of the Supreme Council of Universities of Egypt.

International Diploma in Human Resources, From the American University of Oregon, U.S.A.2009.

Diploma in Psychology and Sociology from Aspire Academy - University of the States Arabic 2009.

Diploma of Marketing ...from League of Arab States.2008.

Diploma of management and politics' science...From Suez Canal University, Ismailia – Egypt.2007.

B.A., Bachelor of commerce, From Faculty of Commerce Suez Canal University, Ismailia – Egvpt

EXPERIENCE / 2000 - PRESENT

- Training Consultant of Needs Analysis (TNA) at Dolf Technologies- Saudi Arabia. (KPI's Performance Evaluation Project-analysis of the training needs of the Saudi Ministry of Justice).
- HR and Business Culture Strategy Consultant and Lecturer - Royal Commission for Jubail and Yanbu, & Ministry of Municipality and Housing (Facilities Management).
- Human Resources and Business Culture Strategy Structuring Consultant - Riyadh Municipality - (Project to develop the strategic plan to restructure the Projects Agency).
- Consultant and lecturer of Strategy, Marketing, Business Culture and Human Resources (Institute of Public Administration "IPA"-Riyadh).
- Consultant and trainer of (Facilities Management) at Euro Training center.
- Trainer of Administration - Ministry of Municipality and housing (Saudi Arabia)- (Project to prepare job performance development programs).
- competency measurement consultant at the Saudi Ministry of Human Resources (project technical Competencies of the Labor Affairs Agency).
- Business Culture Transforming of Development and Training Consultant, (Al-Ajlan) and Brothers Company - Saudi Arabia.
- HR and Business culture structuring strategy consultant-(human resources restructuring and Governance Project at albazai automotive company).
- Lecturer and consultant of governance and risk management at the Arab Academy for science, technology, and maritime transport.
- Consultant and lecturer at Talal Abu-Ghazaleh Consulting Group (performance development and governance, Business Culuter).
- Business Development, Business Culture and Administrative Restructuring Consultant - Al Nashmi Engineering Consulting Co– UAE.
- Consultant for developing a strategic plan to develop performance and increase production - Central Bank of Libya – Libya.
- Lecturer of etiquette, protocol, and ceremonies programs-KSA-Egypt-UAE
- Functional Business Strategy Development Consultant - Ministry of Manpower - Egypt (Strategy Development and Implementation of Governance Programs Project)
- Strategic development consultant at the Ministry of Education - Egypt - (strategic development project for employee performance and performance measurement in the Ministry)
- Development strategy consultant at the Ministry of Youth and Sports - Egypt - (project to develop an institutional cultural transformation strategy)
- Business development consultant in Promedia Company - (Saudi Arabia – Kuwait- Egypt) - (projects to prepare administrative training programs for the development of companies' businesses)
- Mental health and psychological support consultant and Life Coach at the National Council for Women
- Institutional Excellence Consultant - European Quality Company - UAE - (Preparation project for obtaining a certificate of institutional excellence - Al Ain Municipality)
- Business Consultant Development Association Othman Group - Egypt
- Leadership and author programs in entrepreneurship & consultant business in the African Nile Foundation.
- Management and marketing consultant, Improve performance and human development of many private parties and charity.
- Supply chain consultant and lecturer-global horizon company (KSA-UAE)
- Business marketing consultant at BCTS co. for business consultancy "Lebanon".

Skills and Scientific materials

Leadership and Strategy (Executive)

- Integrated Strategic Planning (ISP)
- Leading Transformation and Managing Cultural Change
- Management by Objectives (MBO) and Results
- Governance and Behavioral Decision Making

Human Capital

- Talent Management and Succession Planning
- Executive Mentoring and Leadership Coaching
- Curriculum Design and Knowledge Transfer
- Enhancing Corporate Well-being and Emotional Intelligence

Commercial Excellence

- Marketing and Sales Strategy Engineering
- Strategic Negotiation and Alliance Management
- Entrepreneurship and Business Model Development
- Facilities Management and Operational Efficiency Improvement

Soft Skills

- Influential Communication and Executive Presence
- Design Thinking and Corporate Innovation

Professional Achievements

TRAINING COURSES

I. Training Excellence & Strategic Knowledge Transfer

Spearheaded and directed major training initiatives across the Arab world, **engineering** over 1,000 specialized programs for 500,000+ trainees, maintaining a stellar satisfaction rate of over **95%**.

Formulated and implemented advanced pedagogical frameworks (Differentiated Instruction) within academic environments, **driving a 20% breakthrough** in student achievement and examination outcomes.

Architected innovative training modules and academic curricula that have become regional benchmarks for leadership and professional development.

II. Human Capital Strategy & Organizational Wellness

Engineered a strategic talent retention framework, **achieving a massive leap** in retention rates from 60% to 90% through optimized benefits packages and mental health initiatives.

Conceptualized and launched a pioneering "Corporate Happiness" program, **mobilizing** 75% of the workforce and significantly boosting organizational loyalty and morale.

Designed a modern Performance Management System (PMS), resulting in **maximizing** employee output and increasing overall productivity by 20%.

Orchestrated and led cross-functional teams of up to 100 professionals, **fostering** organizational synergy to ensure the seamless execution of large-scale projects.

III. Operational Excellence & Revenue Growth

Drove a breakthrough in revenue growth, increasing rates from 20% to 50% by **formulating** aggressive market penetration plans and developing high-value strategic accounts.

Realized significant operational cost savings of 20% by **streamlining** complex business processes and re-engineering administrative workflows as a Senior Development Consultant.

Mitigated customer service gaps and reduced complaints by 53% through **crafting** intensive onboarding programs and efficient problem-solving protocols.

Led talent acquisition strategies that achieved a 98% hiring efficiency rate within a record 90-day window.

- Certificate of international trainer of IBDL. 001976
- Certificate of project manager PMP.
- Certificate from "American Institute of Professional Studies" as international trainer of Business Administration and development, Entrepreneurship, Marketing, Hr., and Crisis management.
- Certificate of training of trainers from the University of Columbus "TOT"
- International professional diploma of coaching in administrative science and social-ASPIRE-Arab League
- Led Auditor & Consultant of "ISO 9001:2015" from IRCA-A17980.
- Certificate of OSHA Academy –USA- No.57651
- Certified as a Managerial instructor From the American University of Science.
- Certified as an Entrepreneurship instructor From Plane International Egypt – UN -.
- Certified Of training of trainer-TOT- from the (IMS).
- H.R Diploma from Canadian Training Center.
- H.R. & HRD Diploma from the "A M A "academy for human resource training.
- Advanced Diploma in the science of sports psychology.
- Certificate of the Power of Self-Confidence from Canadian Training Centre.
- Certificate of the Negotiation Skills from Cambridge Training College Britain.
- Certificate of The Skills of sharing in conferences from Telecom Egypt.

Companies that have been dealing with them in training and consultancy

- Institute of Public Administration-Ministry of human resources (IPA)
- Ministry of Housing and municipality – royal commission in Jubail
- Gulf training company-sources of creativity for training
- Ministry of Human Resources -KSA
- leadership Excellence for consulting& training-KSA.
- P&G Misr Bank the Egypt POST. RAYA academy PMEC
- ACT TAG co. Hdb Bank. Saqqara Governmental Institute.
- Arab Academy for Science & Technology and Maritime Transport.
- The Ministry of Manpower(Egypt) The Ministry of education.
- The Ministry of local development. Osman Group.
- ELI "British Institute". The Arab Contractors Medical Center.
- Institute training of Telecom Egypt. National Council for Women.
- Training Center of commercial Union. Nile Media Center
- Trainer at the Faculty of "Commerce & Nursing & Arts and Humanities".
- European quality for training & consulting-UAE.
- ProMedia International Co."KSA - Kuwait". EINasr Academy.
- IMS for Consultation. MEC for consulting.
- Kwader training-KSA. El Kanonia Academy.
- Maysan Forum for Human Development and its role in modern management-Iraq.
- Harvard Training College London. Advisory Training Center – Iraq.
- Elmoltaka Academy for Training-KSA.
- Academy Moalim Training-KSA.
- American Institute of Professional Studies.
- International Institute of Planning and Administrative Development –UAE.
- Training and consulting in leadership institutions in the UAE: Dubai Police - Dubai Airports Authority - Ministry of Petroleum - Ministry of Education - Ministry of Culture - Ministry of Happiness - Al Futtaim Company - Americana - SEE Holding - Diar Development -

I have the honor of submitting the above curriculum vitae for your consideration.

Should you have any additional questions, do not hesitate to contact me.

With my high appreciation

Yours faithfully

Dr. Ahmed Mohamed Abd Elrahman