



# Mohammed Abdel-Latif Fayed

Business Development Director

## PROFILE

**Responsible** for establishing and executing the organization's Business Development strategy, which includes: identifying target customers (our Target Segment); pricing; managing execution of sales strategy; and refining revenue Model. (Growth)

Perfect in assigning jobs and build a pro-skilled teams.

What I Love what I do what you need is turning lights for a better Growth rate by a lot..... such as seeking new Markets , new opportunities with new collaboration and doing new jobs and searching market needs.

Highly skilled and knowledgeable Content Acquisitions Director

Well experienced in making the right company profile for glowing the vision and mission by developing a better activity list.

Yes, a big THINK-TANK.

Committed to problem solving, analytical thinking, strategic, planning, leadership, and building strong relationships with business partners bringing forth expertise and experience overseeing content generation and acquisitions,improving the market position of a company and maximizing opportunities for financial growth.

YES, CBDO expert.

## EMPLOYMENT HISTORY

**Chief Business Development and Marketing Engineer, Natural Gas Company GASCO** Cairo

Apr 2018 – Present

CEO Technical consultant as faster performance for better growth rate.

Problem Solver.  
Decision Maker.

**SHOE DESIGNER and Product Developer as Co-Founder of SHOEZED (zedstore.net) , Shoe Zed** Cairo

Feb 2017 – Present

SHOE DESIGNER and Product Developer as Co-Founder of SHOE ZED (zedstore.net) also involved in branding and marketing.

**Branding specialist, Consultant**

Mar 2018 – Present

Product developer, product designer and package design and branding.

**High Pressure Gas Pipe-line designer, GASCO**

Apr 2012 – Feb 2018

High Gas pipe line designer, tender evaluation such as Valves, Pipes, Flanges and other facilities in corporation with biggest manufacture in field and also P.F.D and P.I.D. designer.

**Brand Manager, Zigatti Italy**

Oct 2018 – Nov 2020

Brand manager of Zigatti fashion house in Egypt, product designer and developer.

### ADDRESS

Villa 53, Yasmin III, 1st Settlement  
Cairo, 0137  
Egypt

### PHONE

+2 011 11117194

### EMAIL

Mohamedalaa.fayed@gmail.com

### DATE / PLACE OF BIRTH

06-07-1986  
Cairo

### NATIONALITY

Egyptian

### SKILLS

Business Development Strategies

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Business Strategy

● ● ● ● ●

Problem Solving

● ● ● ● ●

Leadership

● ● ● ● ●

Fast Learner

● ● ● ● ●

Ability to Multitask

● ● ● ● ●

Customer Service

● ● ● ● ●

Communication Skills

● ● ● ● ●

Teamwork

● ● ● ● ●

Customer Relationship Management

● ● ● ● ●

B2B Sales

● ● ● ● ●

Project Management Skills

● ● ● ● ●

Interpersonal  
Communication Skills



Project Management



## HOBBIES

SHOE DESIGNER and Product Developer as Co-Founder of SHOE ZED (zedstore.net), Musician DRUMMER, pro-player Billiards, Motorcycles (rider and owner), Tennis, Table-Tennis, RC cars , MUSIC, YOUTUBE (e-learning), Collector (Watches, Antiques and Unique Items).

## LANGUAGES

Arabic



English



## EDUCATION

### **Bachelor of Mechanical Engineering, CIC - Canadian International College**

Egypt

Sep 2004 — Jun 2010

Bachelor under supervision of Cape Breton University of Toronto in collaboration with Cairo University.

## COURSES

### **ASME B31.8, Gasco local regulations, Egypt oil and gas regulations, pipe line construction, High pressure gas pipelines, Valves API6D, Pipes API 5L, Trauven and Cavin, Flanges, about 90% of API Codes are well known and taught., Mechanical Engineers**

Apr 2013 — May 2023

### **Visual Testing level 1 and 2 inspections, pipeline radiography (RT) and ultrasonic testing (UT) level 1 and 2 certified, Petroleum service and training**

Mar 2014 — Apr 2016

### **Google professional search engine, Ministry of Petroleum under supervision of Google**

Mar 2017 — Apr 2017

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## INTERNSHIPS

### **R.O.V Inspector Engineer, FUGRO**

Egypt

Jun 2005 — Sep 2005

Remote operated under water vehicle inspector. (Mechanical and Electric)

### **Gas Pipeline Constructor Engineer, GASCO**

May 2007 — Sep 2008

Construct high pressure pipeline systems for transporting Gas.

### **Pipeline Design Engineer, Petrojet**

Jun 2009 — Sep 2009

Design high pressure pipeline systems for transporting Oil and other substances.

### **Business Development and Marketing Engineer, GASCO**

Jun 2010 — Dec 2010

Marketing and Research and development.

### **Factory Design and Planning Consultant**

Jan 2010 — Mar 2012

Participated in Mega projects for Factories.