

AHMED ABDELMONEIM AKL

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Profile Summary & Objective

Proven communicator and client manager with a knack for persuasion and tailoring solutions. Leveraging expertise in Generative AI and market strategies to enhance sales and deliver personalized solutions. Ready to drive results and exceed sales targets by combining technical know-how with AI-driven insights.

Education

Bachelor of Computer Science and Information Systems

Software Engineering Department, Mansoura University

Work Experience

Project Manager – AI & Digital Transformation

July 2023 - Present

JPS Group (Startup) — Part-Time

- Conducted market research and competitor analysis using AI tools to assess client needs and align the company's digital presence with industry standards.
- Used data-driven insights to ensure that the redesigned website met the evolving needs of target customers, improving functionality and user experience.
- Collaborated with internal teams to ensure on-time delivery of the project, optimizing the website for both usability and business goals.

Project Manager & Scrum Master (IoT Program)

October 2023 - July 2024

Petmind (Under Establishment) — Part-Time

- Led efforts in analyzing client requirements, translating them into clear product solutions.
- Worked closely with clients to ensure the software solution met their needs and was delivered according to agreed specifications.
- Maintained continuous communication with the client throughout the project, resulting in high client satisfaction.

Event Manager

June 2023 - March 2024

Prime Events (Startup)

- Managed relationships with attendees, vendors, and partner organizations to ensure smooth event coordination.
- Developed strategies to boost ticket sales by engaging potential attendees and offering tailored event experiences.
- Oversaw contract negotiations and vendor relations, achieving cost-efficient event execution.

Digital Marketing Specialist & Web Developer

November 2022 - June 2024

Green AgriNutrients Co. — Full-Time

- Interfaced with key stakeholders to align the company website with strategic business goals, increasing visibility and user engagement.
- Managed content development for the website while coordinating closely with the development team to ensure the site met client requirements.
- Developed marketing strategies focused on increasing website traffic, particularly for business clients, using targeted campaigns.

Event Coordinator & Marketing Team Member

February 2022 - October 2022

Arab Fertilizer Association — Full-Time

- Led marketing initiatives for international events, handling social media campaigns and public relations to boost attendance.
- Managed interactions with sponsors and exhibitors, ensuring effective communication and smooth event logistics.
- Coordinated all aspects of event organization, from planning to execution, ensuring successful outcomes.

Skills

Software Sales Skills:

- Client Relationship Management
- Sales Negotiation
- Lead Generation
- Product Demonstrations
- CRM Tools
- Sales Process Optimization
- Proposal Writing

Generative AI & Technical Skills:

- ChatGPT (Paid Version)
- Microsoft Copilot (Paid Version)
- Gemini (Paid Version)
- GPTs Builder
- Prompt Engineering
- AI-Driven Automation

References

Available upon request