



## Mahmoud Atia Ead

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### ABOUT ME

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As an aspiring expert in Data Analytics with relevant Knowledge in statistical methods, data analysis skills, SQL, Python, R, javascript and others, I am eager to build a strong career in the data science field. In addition, I am a fast learner and a good follower of the developments in the data science field. I would also like to invite you to glance through my GitHub to see my future projects.

### DIGITAL SKILLS

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#### My Digital Skills

#### Data , Statistical Models and Machine Learning

Tensorflow & Keras / R(Programming) / Microsoft Excel / Microsoft Access / numpy pandas matplotlib and scikit-learn / IBM SPSS Statistics / Web Scraping / Social Network Analysis (R) / NLP

#### Programming

Python / JavaScript / HTML / CSS / Dart(Flutter) / Object-oriented programming / git bash and github / node js / Flask

### COURSES

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#### Relevant Courses Taken In University

- *Multivariate data analysis with R*
- *Social network analysis with R*
- *Natural Language Processing*
- *Application-oriented statistics Descriptive Statistics and Inferential Statistics with SPSS*
- *Computational Social Science*
- *Introduction To Microeconomics*
- *Introduction To Macroeconomics*
- *Macroeconomics*
- *Information And Communication Technology*
- *Public Finance*
- *Economic Development*
- *Financial Accounting*
- *Turkish Economy*

## Most Relevant Online Courses

- *Using Python for Research* Harvard university on edx
- *100 Days of Code: The Complete Python Pro Bootcamp* Udemey
- *TensorFlow Developer Certificate : Zero to Mastery* Udemey
- *The Data Science Course : Complete Data Science Bootcamp* Udemey
- *Mathematical Foundations of Machine Learning* Udemey
- *Discrete Mathematics* Udemey
- *The Complete Flutter Development Bootcamp with Dart* Udemey

## WORK EXPERIENCE

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### Export Sales Specialist

**Sırma Metal Alüminyum A.Ş** [ 08/2022 – Current ]

City: Ankara

Country: Turkey

- Develops plans and strategies by coordinating with the manager to achieve the regional export sales target
- Maintains regular contact with all international customers by customer visits, demonstrations and negotiations,
- Services existing accounts, prepares offers, obtains orders by planning and organizing daily work schedule
- Prepare and analyses reports for customer visits and sales meetings
- Focus on market research, finding new customers, new markets and new opportunities

### Transcriptionist

**Transcription Project with German, Online** [ 11/2021 – 04/2022 ]

- *Listening to recordings and transcribe those recordings to text.*
- *Ensuring accuracy of the transcribed text*
- *Correcting any errors or inaccuracies in a timely manner*

### Door-to-door Sales Representative / Team Leader

**Pepperminds Deutschland GmbH Marketing & Advertising** [ 01/2021 – 10/2021 ]

City: Stuttgart

Country: Germany

### Worked for Greenpeace and SOS Kinderdorf

- *Traveling to different neighborhoods and suburbs going door-to-door with the goal of selling subscriptions.*
- *Illustrating and provide comprehensive details on promoted organizations*
- *Establishing a positive image and convince clients to subscribe and sign a contract with specific contributions*
- *training junior promoters*

### Arabic/Turkish Interpreter

[ 2017 – Current ]

- *interpreting from Turkish to Arabic and vice versa based on the client request*

- *interpreting between the recently arrived students to turkey and in-charge employees at universities and immigration department in registration procedures*

## **MCDONALDS Crew Member**

**McDonald's Agamy** [ 2016 ]

City: Alexandria

Country: Egypt

## **SOCIAL AND POLITICAL ACTIVITIES**

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### **Co-Founder and Executive Vice President**

[ Egyptian Leaders Community ELC , Turkey, 02/2020 – 09/2020 ]

ELC is a team of conscious Egyptian youth aiming to develop themselves and their society, creating an elite group of Egyptian youth capable of achieving a brilliant future on a personal and societal level

Tasks:.

- Vision and lead for the organization's strategic planning efforts and budgetary prioritization.
- Set clear team goals and delegate tasks and set deadlines
- Motivate team members ,discover training needs and provide coaching
- Listen to team members' feedback and resolve any issues or conflicts
- Suggest and organize team building activities

### **Academic Committee Member**

[ Egyptian Diplomatic Project-EDP , Alexandria University , Egypt ]

Egyptian diplomatic project is the first project in civil and student work concerned with diplomatic qualification held in **Alexandria University**

2017 Season responsible for Political History lectures

2019 Season responsible for Ideologies lectures

Tasks;

- interviewing EDP applicants
- lecture planning, preparation
- attending staff meetings
- designing learning workshops

### **Academic Committee Member**

[ MOIC Alex .Alexandria Model Organization of Islamic Co-operation and MOIC Junior, Egypt ]

The model of **the Organization of Islamic Cooperation** "MOIC" is distinguished in that it is concerned with the Islamic nation with its culture, history and civilization and the gathering of individuals on one goal, which is the revival of the nation in all its aspects.

2017 Season responsible for Political History lecture

Tasks;

- interviewing applicants
- lecture planning, preparation
- attending staff meetings

- designing learning workshops

## EDUCATION AND TRAINING

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**Political Science and Social Research (German), exchange program for one year**  
**Stuttgart Universität** [ 09/2020 – 09/2021 ]

Address: Stuttgart (Germany)

**Bachelor of Political Science and Public Administration (Turkish)**  
**Ankara University** [ 08/2018 – Current ]

Address: Ankara (Turkey)

**Foreign Trade Education (Turkish)**  
**MÜSİAD Independent Industrialists and Businessmen Association** [ 08/2018 – 02/2019 ]

Address: Ankara (Turkey)

**Bachelor of Production Engineering**  
**Faculty of Engineering, Alexandria University**

## LANGUAGE SKILLS

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Mother tongue(s): **Arabic**

Other language(s):

### English

**LISTENING C1 READING B2 WRITING B1**

**SPOKEN PRODUCTION B2**

**SPOKEN INTERACTION B2**

### German

**LISTENING C1 READING C1 WRITING B2**

**SPOKEN PRODUCTION C1**

**SPOKEN INTERACTION C1**

### Turkish

**LISTENING C1 READING C1 WRITING C1**

**SPOKEN PRODUCTION C1**

**SPOKEN INTERACTION C1**

### Spanish

**LISTENING A2 READING A1 WRITING A1**

**SPOKEN PRODUCTION A1**

**SPOKEN INTERACTION A1**

## COMMUNICATION AND INTERPERSONAL SKILLS

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### Sales Skills

- Verbal communication
- Takes initiative and desire to improve
- Active listening
- Communication and motivation
- Flexibility and adaptability to multiple environments
- Interpersonal skills such as managing skills; negotiating; persuasive and influential)
- Growth mindset

## Management Skills

- Entrepreneurialism
- Multi -Tasking
- Public Speaking and Public Relations
- Good leadership skills, planning and collaboration in heterogeneous groups