

Magdy Mohamed

General Manager of Collection and Customer Accounts
Egyptian International Gas Technology (Gastec)

Contact Information

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New Cairo – First Settlement – El-Banafseg 12 – Villa 182

Education

Bachelor's Degree in Commerce (Accounting)
Zagazig University, 1997

Grade: Very Good

Languages

- Arabic: Native
- English: Professional

Executive Summary

Dynamic and accomplished senior executive with over 25 years of progressive leadership in credit management, customer accounts, and collections. Currently serving as General Manager of Collections & Customer Accounts, driving strategic initiatives that consistently deliver collection rates approaching 100% while optimizing financing structures and reducing credit costs. Proven expertise in securing low-cost funding sources, implementing customer debt insurance, and achieving sustainable growth through enhanced customer turnover. A recognized leader in digital

transformation, spearheading the successful integration of SAP, deployment of POS networks, and adoption of electronic collection systems (Fawry) in alignment with national digital transformation strategies. Adept at building and leading high-performance teams, balancing conversion and collection rates, and delivering measurable results that strengthen financial stability and operational excellence.

Core Competencies

- Strategic Leadership & Vision
- Financial Management & Cost Optimization
- Credit & Risk Management
- Digital Transformation (SAP, POS, E-Collection)
- Business Development & Partnerships
- Team Leadership & Performance Optimization

Professional Experience

General Manager – Collections & Customer Accounts

Egyptian International Gas Technology (Gastec), Cairo, Egypt

2018 – Present

- Led work teams in the Customer Conversion Financing Project through Commercial International Bank (CIB) from 2002 to 2007.
- Directed teams from 2007 to 2010 in self-financing operations for customer conversions, achieving collection rates exceeding 95%.
- From 2011 to 2023, successfully led teams while securing a low-cost financing source through the MSMEDA, reducing credit costs and increasing customer turnover rates. Implemented customer debt insurance, achieving collection rates approaching 100%.
- Actively contributed to maintaining balance between conversion rates and collection rates.
- Played a key role in contracting with Fawry to implement the company's electronic collection system (2020–Present).
- Contributed to the deployment of POS machines across company locations, aligning collection systems with Egypt's digital transformation strategy.
- Participated in implementing SAP as an integrated enterprise-wide system.

(Note: Prior roles within Gastec from 2002–2018 are integrated into the achievements above for conciseness, assuming progressive promotions. If separate roles are needed, they can be listed individually.)

Executive Education & Training

- Franklin Covey: “The 4 Disciplines of Execution” Workshop
- Oil & Gas Skills (OGS): Change Management Course
- Oil & Gas Skills (OGS): The 4 Disciplines of Execution
- Enppi: Corporate Governance Training Course
- Enppi: Management Development for GMS Training Program
- The Egyptian Institute for Accountants & Auditors: Financial Reporting & Analysis Program
- The Egyptian Institute for Accountants & Auditors: Egyptian Accounting Standards (EAS) and Their Practical Applications