



## CONTACT

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Riyadh, Saudi Arabia

## EDUCATION

2009 - 2014

HIGHER TECHNOLOGICAL  
INSTITUTE (HTI), EGYPT

- Bachelor of Mechanical Engineering (Mechatronics section)
- Grade: Good
- GPA: 2.94 out of 4.00
- Project Grade: Excellent

## FURTHER EDUCATION

2024

E-YOUTH LEARNING AND  
CERTIFICATES

- Data analysis using Excel & Power BI
- Certified business development diploma
- Certificate for business writing
- Certificate for financial budgets
- Certificate for project financing

2022

LINKEDIN LEARNING AND  
PMI CERTIFICATES

- Business Development Foundations
- Business Development: Strategic Planning
- Building High performance team
- Avoiding New Manager Mistakes

# OSAMA ATTIA

BUSINESS DEVELOPMENT MANAGER

## PROFILE

For over ten years of leadership in new business development and strategic planning, driving growth and innovation. I've cultivated a profound expertise in people management, fostering a dynamic environment that empowers our professionals to excel and innovate. My commitment to effective team leadership, we've successfully expanded our operations, thanks to a collaborative approach that harnesses the collective strengths of our team members. My mission is to continue steering our ventures towards sustainable success and industry leadership.

## WORK EXPERIENCE

### Basateen Al-Emaara

JUL 2024 - PRESENT

Deputy CEO & Business Development Manager

- Working as part of the Senior Management Team to prepare strategic plans and budgets.
- Preparing and presenting (as required) Board papers and reports to enable the Board to effectively govern the organisation.
- Ensuring the maintenance and further development of key performance indicators to measure the organisation's impact and health and ensure contracts are delivered to a high quality, meeting all funding requirements.
- Ensuring the establishment of mechanisms for listening to the views of those we support, stakeholders and the local community to inform new developments to respond to unmet need and to develop both Business and Development Plans in conjunction with the CEO and Senior Management Team
- Develop, execute, and oversee a business strategy that prioritizes growth and positive customer ratings
- Maintain positive professional relationships with clients
- Use financial techniques to improve sales revenue
- Monitor sales progress to ensure that corporate goals are being met
- Track all business-related invoices

### New Concept Investment

SEP 2019 - JUL 2024

Deputy CEO & Business Development Manager

Develop a new business **Jana**

**Jana** is a company for landscape development through production plants and organic fertilizers

- Define organisational directions and set priorities and business plans with reference to key financial indicators
- Anticipate operational and capital needs, and identify the most appropriate financing and funding strategies to meet them, through direct provision or purchase of services
- Create Business plans to achieve business objectives and follow KPI's
- Open new markets through direct business development plans till closing deals with potential and existing clients.
- Manage the overall performance and daily operations
- Search to increase productivity & competitiveness through continuous research and development.
- Implement systems for monitoring and evaluating effective management, expenditure of project budgets and resources, to achieve organisational goals

2016

**PRESIDENTIAL LEADERSHIP PROGRAM -PLP-**

Leadership scholarship presented by the Egyptian presidency providing training.

- Human Resources Management
- Marketing Management
- Economics & political Science
- National Security
- Change Management

2014-2015

**MINI MBA CERTIFICATE**

- Human Resources Management
- Sales
- Project Management
- Finance & Accounting
- Marketing Management
- Quality Control

**SKILLS**

- Account Management
- Contract Negotiations
- Business Planning
- B2B Sales
- Time Management
- Team Building
- Certified Professional Leader
- Project Management
- Public Relations
- Teamwork
- Time Management
- Effective Communication
- Critical Thinking

**COMPUTER:**

- AutoCAD Good User
- Excellent computer skills
- CRM (Hub spot)

**LANGUAGES**

- Arabic (mother tongue)
- English (Fluent)
- German (Basics)

**OTHER PERSONAL DATA**

- Nationality : Egyptian
- Date of Birth : May 8th 1991
- Marital Status : Married
- Military Status : Exempted

**WORK EXPERIENCE**

- **New Concept Investment** JUN 2018 - SEP 2019  
Business development coordinator
  - Working on several investment opportunities & files:
  - Developing 22 Fadden in Red Sea gov.
  - Developing 4353 Fadden in Suhag gov.
  - Developing 120 K M2 Fadden in Red Sea gov.
  - New schools at New Cairo
- **Two Wires for Air Conditioning & Electrical Work** JUL 2014 - MAY 2018  
Mechanical Site Engineer  
The project leader for several projects:
  - New Arab Bank Head Quarter new Cairo city-Egypt
  - ALSTOM
  - Eni administrative building
  - Emirates NBD Bank Al-Azhar Branch
  - Motor City Show room
  - Hindawi publishing corroboration
  - DHL at Cairo Air Port Cargo village**ROLES & RESPONSIBILITIES:**
  - Design VRV and ducts work
  - Draw shop drawing
  - Manage the performance of labour and time of construction
  - Manage the supplied material and stores
  - Dealing with Consultants & projects owner to assure the deliverables quality

**PROFESSIONAL EXPERIENCES (VOLUNTEERING):**

- **COP27 - UN Climate Change Conference** OCT 2022 - DEC 2022  
Central Logistics Operating Room Team Leader  
COP27 - UN Climate Change Conference  
Is a conference for uniting the world to tackle climate change.
- **World Youth Forum** NOV 2017 - JAN 2021:  
Central Operation Room Team Member  
World Youth Forum  
Is an international forum for exchanging thoughts and ideas is the only way to overcome challenges and to integrate solutions to have a better world.

**VOLUNTEERING ACTIVITIES:**

- life Makers (NGO)** MAY 2011 - PRESENT
  - Team leader of human development team in June 2012
  - Egyptian leaders camp: Leadership course
  - Work in many improving projects
  - Head of Qodwa Team 2015, NGO, Egypt