

Mohamed El-Sayed Dabbour

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PERSONAL SUMMARY

Dynamic and results-oriented Manager, Consultant, and Business Developer with over 12 years of experience in driving strategic initiatives, optimizing business operations, and achieving significant revenue growth. Proven expertise in leading cross-functional teams, developing innovative business solutions, and fostering strong client relationships. Adept at analyzing market trends, formulating actionable strategies, and implementing process improvements that enhance productivity and profitability. Recognized for exceptional leadership skills and a commitment to delivering high-impact results.

ACADEMIC QUALIFICATIONS

MSA University

May 2011

- Bachelor of Pharmaceutical Sciences (Pharmacy)
- Grade (B)

PROFESSIONAL EXPERIENCE

Manager of El-Sayed Dabbour Pharmacies Series, Qalyoub, Egypt

June 2011 – Present

- Spearheaded the development and execution of strategic business initiatives, resulting in a 15-20% increase in annual revenue.
- Led a team of 25 professionals to enhance operational efficiency, achieving a 12-15% reduction in costs and a 10-12% improvement in productivity.
- Identified new market opportunities through comprehensive market research, contributing to a 15-20% growth in client acquisition.
- Cultivated strong client relationships, resulting in a 25% increase in client retention rates.
- Implemented data-driven decision-making processes, leading to more informed and effective business strategies.

Consultant and Business Developer for multi-working Pharmacies, Al-Qalyoubia, Egypt

June 2012 – Present

- Provided management consulting services to optimize operational processes, reducing costs by 20% and increasing efficiency by 25%.
- Developed financial models and business cases for key initiatives, driving informed strategic decisions and securing 0.5-1 M L.E in funding.
- Facilitated workshops and training sessions, enhancing team capabilities and fostering a culture of continuous improvement.
- Collaborated with cross-functional teams to deliver complex projects on time and within budget, resulting in a 80-87% project success rate.
- Enhanced client satisfaction by implementing customized solutions, leading to a 30% increase in client referrals.

KEY SKILLS & COMPETENCIES

- **Strategic Planning:** Formulated and executed comprehensive business strategies.
- **Business Development:** Expanded market reach and drove revenue growth.
- **Management Consulting:** Delivered tailored solutions to optimize operations.
- **Project Management:** Led complex projects to successful completion.
- **Financial Analysis:** Analyzed financial data to make strategic decisions.

- **Market Research:** Conducted in-depth market analysis to identify opportunities.
- **Client Relationship Management:** Built and maintained strong client partnerships.
- **Team Leadership:** Inspired and managed high-performing teams.
- **Process Improvement:** Streamlined processes for enhanced efficiency.
- **Negotiation Skills:** Effectively negotiated contracts and agreements.
- **Data Analysis:** Leveraged data to drive business insights.

LANGUAGES

- **Arabic:** Native
- **English:** Professional.

REFERENCES

- Available on request.