Mahmoud El Kassem

+393336527913 - Mahmoud El Kassem - [LinkedIn](#) - Padova, Italy

EDUCATION

Bilkent University *(2020 – 2024) Ankara, Turkey. Bachelors of Science, Business Administration and Management (CGPA: 3.39 – Honor Stance)*

- Computer Skills for Business
- Business Analytics
- Financial and Managerial Accounting
- Auditing

Marketing
Corporate Finance
Reporting
Investment Analysis

Università degli Studi di Padova **(2024 – Present)** *Padova, Italy. Masters in Accounting, Finance and Business Consulting.*

WORK EXPERIENCE

BePro Aug 2023 -Sept 2024 *Beirut, Lebanon, Business Development, Full time (Hybrid)*

- Develop and maintain strong, long-term relationships with clients
- Understand client requirements and collaborate with internal teams to create tailored solutions
- Identify and develop new business opportunities to expand our presence in the European market, driving strategic growth initiatives.
- Apply best practices to measure campaign performance, conduct ROI/ROAS analyses,

Gezairi Transport July 2023 - August 2023 *Istanbul, Turkey, Business Analyst Intern (Onsite)*

- Collect business needs, gather, analyze, formalize, and coordinate functional and non-functional requirements.
- Handled financial tasks, including invoicing, tracking payments, and reconciling accounts.
- Conduct market research and analysis to identify trends and opportunities
- Handle the entire invoicing process from start to finish, ensuring timely and accurate billing of clients.

Kreidly Team Jun 2022 - Sep 2022 *Beirut, Lebanon, Finance Analyst and Accounting Intern (Onsite)*

- Utilized Excel for financial modeling, resulting in more accurate forecasting and budgeting.
- Assisted in day-to-day accounting tasks, including accounts payable/receivable and journal entries.
- Supported the finance team in budget preparation and variance analysis.

SKILLS & INTERESTS

- Hard Skills: Microsoft Office, Python, Canva, CRM systems, LinkedIn Sales Navigator
- Soft Skills: Communication, Teamwork, Time Management, Critical thinking, Analytical thinking
- Languages: Arabic (Native), English (Proficient), Turkish (Intermediate)