

Omar Hassan  
Senior Business Developer

Experienced Senior Business Developer with expertise in sales, lead generation, and market expansion.

Skilled in building client relationships, negotiating deals, and developing growth strategies to increase revenue.

Adept at market research, business strategy, and partnership development. Strong communicator with a proactive approach, focused on achieving business goals and improving profitability.

Contact Information:

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Professional Experience:

Senior Business Development Specialist | Creative Agency, Egypt (Nov 2024 – Present)

- Advised clients and delivered persuasive presentations to secure business.
- Generated new leads outside Egypt to build a strong sales pipeline.
- Maintained long-term client relationships and monitored evolving needs.
- Tracked prospects in CRM and prepared management reports.
- Achieved quarterly sales goals and participated in new business pitches.

Freelance | Social Media Marketing Specialist | Egypt (Jul 2021 – Nov 2024)

- Designed and implemented social media campaigns.
- Managed branding, content creation, KPIs, and copywriting.

Digital Sales Specialist | Software Firm, Saudi Arabia (Remote) (Nov 2022 – Oct 2023)

- Drove digital revenue growth and market share expansion.
- Prepared and delivered customized client presentations.
- Designed and launched digital sales campaigns and monitored ROI.

Sales Account Manager | Budget Digital Marketing, Egypt (Jun 2022 – Aug 2022)

- Managed client accounts and planned digital strategies.
- Developed new business opportunities and prepared sales reports.

Sales Account Manager | Jazeel Digital Marketing, Egypt (Sep 2021 – May 2022)

- Managed accounts, resolved conflicts, and maintained client relationships.
- Drafted proposals and ensured timely solutions for clients.

Content Writer (Intern) | Brand Kite & VIRAL, Egypt (2021)

- Produced engaging content and supported digital campaigns.

Digital Support Specialist | Telecom Egypt (2018 – 2019)

- Handled customer inquiries and technical troubleshooting.
- Promoted offers and cross-sold products.

Store Manager | Home Retail Company, Egypt (2015 – 2017)

- Trained and managed sales staff, scheduled tasks, and prepared reports.

Sales Specialist | Home Retail Company, Egypt (2014 – 2015)

- Assisted clients and achieved sales targets.

Customer Service | Vodafone Egypt

- Delivered customer service, technical support, and product sales.

Education:

- Bachelor in Business/Commerce | Ain Shams University, Cairo, Egypt

Certifications:

- Digital Marketing Diploma (2022)
- Social Media Marketing Foundations (2021)
- Content Marketing & SEO Foundations (2020)
- Negotiation & Entrepreneurship Skills (Microsoft, 2020)
- Graphic Design Diploma (2019)
- ICDL (2013)

Skills:

- Business: B2B Sales, Negotiation, Marketing Strategy
- Marketing: Content Marketing, Social Media, SEO, Email Marketing
- Technical: HTML, Google Ads, Google Analytics
- Interpersonal: Communication, Teamwork, Public Speaking
- Administrative: Customer Experience, Multitasking, Decision-Making

Languages:

- Arabic (Native)
- English (Professional)