

Maged Mohammed Al Hilali

Business Development Officer

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<https://magedalhilali.github.io/Portfolio/>

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Al Shamkha, Abu Dhabi, UAE

Business Development Officer with 4 years of experience in the contracting sector. Skilled in project management, business growth strategies, and client relationship building. Currently pursuing CAPM certification to strengthen project management expertise. Recognized for strong problem-solving abilities, and driving growth.

Work Experience

Business Development Officer

Aug 2021 - Present

Ramah General Contracting & Transport L.L.C-SPC | Abu Dhabi

Develop and implement business strategies, build client relationships, and support project delivery for contracting and transport services. Drive market growth through research, negotiation, and collaboration while aligning business goals with project execution.

- Expanded client base and strengthened partnerships, contributing to revenue growth.
- Supported project management functions to ensure timely delivery.
- Coordinated with cross-functional teams to align strategies with operations.

Core Skills

Project Management, Business Development & Client Relations, Market Research & Strategic Planning, Communication & Negotiation

Education

Liwa University

Jun 2021 - Oct 2025

Bachelor of Business Administration: Banking and Finance

GPA: 3.97

Currently In Pursuit of CAPM by PMI

Languages

Arabic (Native), English (Fluent), Japanese (N4 level)

Awards

Innovate to Shape the Future Award

Environment Agency - Abu Dhabi UAE

Recognized for developing an innovative air-to-water generator with colleagues to promote sustainable solutions addressing environmental challenges.

UAE Game Makers Competition - 3rd Place Nationwide

Space42, Endless Studio, Tawazun, Bayanat

Achieved nationwide recognition by designing and presenting a full game developed by me solely in Unreal Engine.

Certificates

in Pursuit of CAPM - PMI

Publications:

Leveraging AI Predictive Analytics to Understand and Influence Investor Behavior Jul 2025
Springer – The Paradigm Shift from a Linear Economy to a Smart Circular Economy

Sustainfy: A Solution to Driving Sustainable Behavioral Change Jul 2025
Published In the Prestigious Scientific & Researches Library IEEE XPLORE

The Ripple Effect: Commodity Price Fluctuations & Global Consequences in the Wake of the Russia – Ukrain Conflict
(Pending will be published January)
Springer – Book Chapter

Interests

Learning Languages, Reading Books, 3D Modeling, Game Development, Website Development