

Mostafa Rahim Taha

Communications Engineer

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20/10/1996

6th of October, Al Jizah, Egypt

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Summary

Business Development Specialist with hands-on experience in mobility solutions, urban transport, and technology-driven strategies. Skilled in building strong relationships with government and enterprise clients, generating leads, and driving revenue growth. Proficient in tools like Power BI for data visualization, Python for analytics, and CRM systems for customer management. Known for delivering impactful presentations to top government officials and forging strategic partnerships to expand mobility networks.

Experience



Business Development Specialist (Full-Time)

Mwasalet Misr | March 2024 - Present

- Managed partnerships and contracts with government entities to enhance public transport services.
- Developed data-driven strategies to improve bus ridership and operational efficiency.
- Launched marketing campaigns and customer engagement programs that significantly increased revenue.
- Worked closely with international mobility solution providers to implement advanced technologies.



Business Development Specialist (Part-Time)

MisrTech | May 2024 - Present

- Focused on expanding Mobility-as-a-Service (MaaS) offerings for enterprise clients.
- Secured partnerships to implement in-house CRM and ERP systems, enhancing operational efficiency for clients.
- Delivered tailored solutions for large-scale projects, including surveillance systems for Cairo Metro and network solutions for major entities.



Communications Engineer

South Sinai Government | January 2023 - March 2024

- Improved emergency department operations by introducing real-time dashboards and predictive models.
- Presented performance reports and analytics directly to the Prime Minister, various ministers, and the governor.
- Collaborated with NGOs to provide Network-as-a-Service solutions, expanding the government's reach and improving services.
- Reduced response times by 20% and enhanced incident reporting accuracy through streamlined processes.



Trainee

Information Technology Industry Development Agency (ITIDA) | July 2018 - August 2018

Gained experience in communication, presentation, goal setting, time management, teamwork, resume building, interviewing, and innovation skills through hands-on training.

Education



Bachelor of Science (BS) in Electrical, Electronics, and Communications Engineering
University of Greenwich | January 2015 - September 2020

Project: Developed a smart cane with artificial intelligence for the visually impaired, awarded an A grade.



Bachelor of Science (BS) in Electrical, Electronics, and Communications Engineering
Modern Sciences and Arts University | January 2015 - September 2020

Overall GPA: 3.0/4.0

Licenses & Certifications



The GRC Summit Egypt 2024: Agile Methodologies and Internal Audits, CPE Credits
Earned - FIG Solutions S.A.E



Completed multiple courses covering AI, and data analytics - Coursera



Intermediate Python - DataCamp



Problem Solving - HackerRank



Certificate of Course Completion Cisco Networking Academy IoT Fundamentals:
Connecting Things - Cisco Networking Academy



Big Data Essentials, Internet of Things (IoT) and Artificial Intelligence (AI)
- Telecommunication Institute (NTI)



Career Essentials in Data Analysis by Microsoft and LinkedIn - Microsoft



Completed multiple courses on LinkedIn Learning in Data Analytics,
including foundational and advanced topics - LinkedIn

Skills

Data Analysis - Data Science - Artificial Intelligence (AI) - Internet of Things (IoT) - Decision-Making - Problem Solving - Python Programming - Microsoft Power BI - Linux - B2B (Business-to-Business) - B2G (Business-to-Government)

References upon request.