



Mohamed Saad Mahmoud Ahmed

Business Development Manager
IT Manager, ERP Consultant
Master of Business Administration (MBA)



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Dammam, Saudi Arabia

PERSONAL INFORMATION

Nationality: Egyptian - Date of birth: 07/07/1985 - Marital status: Married

OBJECTIVE


A senior leadership role to optimize business processes, and achieve strategic goals as a business strategist with strong records in driving transformation. Expertise Management, ERP, advanced certifications and an MBA.

CERTIFICATIONS




Master of Business administration - **MBA** –
(Arab academy for management, banking and financial sciences, Cairo, Egypt). 2025

 **Microsoft Certified – MCTS** (Administration) (70-432)
Technology Specialist: SQL Server, Implementation and Maintenance.

 **Microsoft Certified – MCITP** (Administration) (70-450)
Profession: Designing, Optimizing and Maintaining a Database Server.


 **Microsoft Certified – MCTS** (Development) (70-433)
Technology Specialist: SQL Server, Database Development.


 **Microsoft Certified – MCITP** (Development) (70-451)
Profession: Designing Database Solutions and Data Access.

TOEFL TOEFL Certificate: (Score: 550, Al-Azhar University) - 2024

 **Odoo ERP Certificate** – Functional Consultant – 2024

 **SAS Viya Certificate** – Business Intelligence - 2024

 **ITIL Certificate:** (Jason Dion Training)- 2021

 **PMP Certificate:** (Thor Pedersen) - 2022

 **Master of Business administration study - MBA** - (EBU University, Delaware, USA)- 2023

ACADEMIC EDUCATION

- Information Technology Diploma, MCIT specialized Training: - (2011, v. Good)
Ministry of communications and information technology 9 Months Professional Training Program



Database Development and Administration track.

- Bachelor of arts degree (languages and translation), Al-AZHAR University, Egypt (2008, Good)

SKILLS

TECHNICAL SKILLS

- MS SQL Server Development, Administration.
- Oracle and MYSQL, PostgreSQL Databases.
- Power BI Business Intelligence development.
- SAS Viya Business Intelligence development.
- ERP Administration (**MS Dynamics NAV, AX, 365, Odoo, ORACLE, and SAP, etc.**)
- Microsoft Data Warehouse & MSBI (SSIS, SSAS & SSRS).
- MS VS. (C# & VB.Net) development.
- Web design, and development basics.
- MS office (Excel, Word, etc.) (Expert).
- Software, Hardware and Network troubleshoot.

MANAGERIAL AND SOFT SKILLS

- Effective Presentations.

- Leader / Responsible / Member character.

LANGUAGES SKILLS

- Arabic Excellent (Native).

- English (Very Good).

PROJECTS ACHIEVED

- Successful ERP implementation and data migration for 30+ Branches, 50+ Locations. (DanatAlaryaf Co.)
- Manage all business processes and work procedures to adapt with ERP data lifecycle. (DanatAlaryaf Co.)
- Successful ERP implementation for startup business. (Almjamer Co.)
- Various ERP customization Additions Such as: non-material cost, SABER cycle, barcode printing & tracking, Maintenance Cycle development etc. @TRIO-ERP (Khusheim Co.)
- Successful ERP implementation and data migration for 30+ Branches, 50+ Locations. (AmoHamza Co.)
- A vs T (Actual vs Theoretical consumption) Project development and Administration. (AmoHamza Co.)
- Manufacture process tracker application development as a third-party app. (AmoHamza Co.)
- (Fixed Assets management) and (sales rep. activities tracker) applications, (Labibah TRD)
- Electronic Library Application for Climate Change Information Center (CCIC)
- Store Management Application. (Justice pharmaceutical company)
- Semi-projects (Bank account follow-up app, store, Charity org, Insurance and School) (AGC Academy)

WORK EXPERIENCE

▪ September -2025: Present



Design Concept Co. (Furniture craft and Interior design) (Dammam, Saudi Arabia)

Business Development Manager – Full-time

Responsibilities:

- Lead the transition from an owner-centric, centralized to a governance-driven operating model.
- Restructure the organization roles, responsibilities, and management reporting cycles.
- Implement governance, Delegation of Authority (DOA), decision rights, and policies.
- Standardize and evaluate operations through SOPs, end-to-end workflows, and KPI-based performance measurement.
- Strengthen financial governance through budget, cash controls, cost tracking, and reporting.
- Establish a leadership operating roles through structured reviews, clear escalation paths.
- Manage key stakeholder relationships (owners/board, customers, and strategic partners).

▪ November-2022: September-2025



Danat Al-Aryaf for pastries and sweets company (30+ Branches) - (Riyadh, Saudi Arabia)

IT Director – Full-time

Responsibilities:

- Recruiting and managing IT staff to ensure alignment with organizational goals.
- Providing directions for re-implementing technical base Considering data importance.
- Implementing IT policies and best practice guidelines to uphold organizational standards.
- Identifying opportunities for enhancing software and systems to maintain operational efficiency.
- Leading Policy & Procedures team implementing business strategies & organizational guidelines.
- Managing and reporting on allocation of IT budget to ensure optimal resource utilization.

▪ December-2020: November-2022



Amo-Hamza Seafood Restaurants Co. (Restaurants - 31 Branches) (Riyadh, Saudi Arabia)

IT Manager – Full-time

Responsibilities:

- Providing direction for IT team members.
- Managing and reporting on allocation of IT budget.
- Designing training programs and workshops for staff.
- Identifying opportunities for team training and skills advancement.
- Identifying and acting on opportunities to improve and update software and systems.
- Developing and implementing IT policy and best practice guides for the organization.

▪ **November-2019: November-2020**



Khusheim for Industrial Equipment Co.

(Dammam, Saudi Arabia)

Business Systems and ERP Developer – Full-time

Responsibilities:

- Working as an effective member of the development/support team.
- Coordinate all aspects of projects implementation and requirements.
- Provides reports and data analysis to enhance the quality of follow up and planning.
- Understanding departments' requirements to provide the best solutions to their problems.
- Maintain the ERP System & Users with Adequate & Appropriate roles & permissions and support all aspects of production and logistic transactions.

Projects Achieved:

- Developing Non-Material Cost (Extra Cost) menu to affect multi-POs or deliveries.
- Upload and maintain Contracts data process to match the best business requirements.
- SABER Cycle system declaration to enhance the costing process for the sales Quotations.
- Develop and initialize a new pricing plan for maintenance and after sales services depends on an estimation period of time and hourly rate needed to work on a specific service.

▪ **June-2015: June-2019**



AmoHamza Seafood Restaurants Co.

(Riyadh, Saudi Arabia)

IT deputy manager, ERP administrator and software developer – Full-time

Responsibilities:

- Perform IT manager duties in case of leave as IT Deputy Manager.
- Database administration. (ETL, Troubleshooting, backups, etc.)
- Coordinate all aspects of projects implementation and requirements.
- Provides reports and data analysis to enhance the quality of follow up and planning.
- Understanding departments' requirements to provide the best solutions to their problems.
- Maintain the ERP System & Users with Adequate & Appropriate roles & permissions and support all aspects of production and logistic transactions.

Projects Achieved:

- ERP implementation as a part of the team (Microsoft Dynamics NAV).
- A collection of various tabular & cube reports to enhance the business development vision.
- Develop a manufacture process tracker application as a third party with the stock system.
- A vs T (Actual vs Theoretical consumption) Project development and Administration.

▪ **May-2012: May-2015**



Labibah TRD Est.

(Dammam, Saudi Arabia)

Software Developer – Full-time

Responsibilities:

- Coordinate all aspects of projects implementation.
- Working as an effective member of the development/support team.
- Conducting "proof of concept" (POC) scenarios in support of product demonstrations.
- Understanding client requirements and build prototypes to use in the development process.

Projects Achieved:

- Representatives' follow-up Application.
- Fixed Assets Tracking Application.

▪ **2011 – 2012**



Climate Change Information Center – Ministry of Agricultural

(Giza, Egypt)

.Net developer & Database Specialist – Full-time

▪ **2010 – 2012**



Vision Center and RESALA Charity Organization

(Menoufiya, Egypt)

Computer instructor – Part-time

▪ **2008 – 2011**

JUSTICE Pharmaceutical Company

(Qalubeia, Egypt)

IT specialist – Full-time

Saudi sponsorship transfer is available – All references are available upon request

<https://www.mohamedsaad.site>