

Hisham Ahmed Elsafty

Personal Data:

Email: hishemahmed52@gmail.com
Phone Number: 002-01090924032
Date of Birth: 20/08/1999
Address: Nasr City- Cairo - Egypt
LinkedIn: <https://www.linkedin.com/in/hisham-elsafty/>

Education:

- Graduated from faculty of Agricultural Engineering Al-Azhar University (2017-2021)
- Major: Irrigation systems
- Grade: Good

Work Experience:

Senior Business Developer at (Nancy Ai)

(Nov 2024 - till now)

- Driving Business Growth: Leading initiatives to expand Nancy Ai's presence in the HR tech industry, focusing on innovative AI-driven recruitment and chatbot solutions..
- Strategic Partnerships: Building and maintaining relationships with key stakeholders, investors, and partners to drive revenue growth and explore new market opportunities..
- Product Advocacy: Serving as a bridge between Nancy Ai's development team and potential clients, showcasing the platform's capabilities in recruitment automation, chatbot integration, and AI-powered analytics.
- Client Engagement: Engaging with enterprises and HR leaders to identify pain points and tailor Nancy Ai's solutions to meet their recruitment and operational needs.
- Market Research & Insights: Monitoring industry trends to identify opportunities for Nancy Ai to address emerging challenges and maintain a competitive edge..
- Collaborate with internal teams to ensure smooth client onboarding and implementation of solutions.

Sales Account Manager at (IT-Blocks)

(Aug 2023 - Oct 2024)

- Cultivated and qualified leads for Our software development Products through targeted outreach and relationship building.
- Analyzed client needs and identified business challenges to propose tailored solutions aligned with the Company's expertise.
- Crafted compelling proposals and presentations that effectively

- communicated the value proposition of our services with our pre sales team
- Negotiated contracts and closed deals, exceeding sales targets and contributing to Company revenue growth.
- Collaborated closely with the development and Project Management teams to ensure project success and client satisfaction throughout the engagement.
- Maintained and nurtured long-term client relationships, identifying opportunities for upselling and cross-selling additional services.

Business Associate at (Grow for Training and consultancy) (Dec 2020 - Jan 2025)
(part time job)

- In my role as a Business Associate over the past four years, I collaborated with multiple business consultants across diverse domains, including business development, strategic management, and financial services. My responsibilities encompassed various functions aimed at driving growth and enhancing client engagement.

Key Responsibilities:

Client Engagement: Proactively contacted potential clients to establish relationships, understand their needs, and present tailored solutions.

Proposal Development: Coordinated the preparation of proposals, ensuring alignment with client expectations and strategic objectives.

Marketing Activities: Led marketing initiatives aimed at promoting services, tracking performance metrics, and analyzing results to inform future strategies.

B2B Sales & Business Development: Engaged in B2B sales efforts, identifying new business opportunities and cultivating partnerships with other entities to expand market reach.

Marketing Guidance: Provided strategic marketing guidance to clients, helping them optimize their outreach and engagement strategies.

Through these experiences, I honed my skills in relationship building, strategic planning, and performance tracking, contributing to the success of various projects and client engagements.

Business Development Specialist at “ 3anqod “ (Dec 2021 - Jul 2023)

- Handling B2B Sales process with clients and all other hands
- Approaching new clients through cold calls, LinkedIn and emails
- Prepare different scenarios for cases and discuss it with potential clients and make sure that we provide an excellent gaming experience
- Make deals with other hands (our partners) to provide our clients by

Supplementary tools and devices

- Follow up with clients by end of the day to know more about their feedback so that we can improve in our services in the next time

Business Development Specialist at "Faceela Software House" (Dec 2020 - Nov 2021)

- Searching for new opportunities and new sales channels to growing the business
- Making sales plan and go on it by making calls, handling clients, dividing clients criteria and preparing script for calls according to their knowledge and experience and go on preparing presentation for meetings and finally closing the deal
- Follow up with clients by end of the day to know more about their feedback so that we can improve in our services in the next time

Business Development Specialist at "Al Farouk for trade and import"(Apr 2020-Dec 2020)

- Discover and creating new opportunities for growing business and entered new markets by our deferent products and follow up with our deferent digital channels Facebook, Instagram
- Searching for new opportunities and new sales channels to growing the business

Activities and Training:

- Business Development (intern) at Martians (Education tech startup)
- Social Media Marketer (Intern) in Career Invokers (HR Agency)
- Trainee as a Business Developer with Mr. Nadeem Barakat
- Entrepreneurship Trainee in TechnologyCInnovationCEntrepreneurship Centre(TIEC)
- Entrepreneurship Trainee in Fakratak Sharketak (Entrepreneurship Centre in The ministry of investment)

LANGUAGE:

- Arabic: Mother tongue.
- English: Very Good