

# Mohamed Amer Ala El Din

## Senior Application Consultant

**Nationality** : Egyptian  
**Birth Date** : 31 Jan 1981  
**Military Status** : Exempted  
**Gender** : Male  
**Marital Status** : Single

### Contact Information

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### Objective

Throughout the last five years of successful track records & for the future, I'll strive to improve my educational & professional skills in business automation using Microsoft Dynamics ERP Application in order to hold an effective & vital position which allowing me to achieve the desirable financial security and obtaining the right standards of living.

### Profile

Motivated, personable business professional with multiple certificates in Management, Business, and Information Technology during a successful 5 years track record of diversified business experience. Through Project Management, Business Analysis, Process Automation, and Training. Talent for quickly mastering knowledge. Diplomatic and tactful with professionals and non-professionals at all levels.

Flexible able to maintain a sense of humor under pressure. Poised and competent with demonstrated ability to easily handle cultural differences. Thrive in deadline-driven environments. Excellent team-building skills.

#### Skills Summary

- **Project Management**
  - Scope, estimates, and project plan
  - Follow up project status, and changes management
  - Participated in proposals writing
- **Application Implementation**
  - Analysis, training, and deployment
  - Microsoft Dynamics Sure Step Methodology
  - Participate in Pre-Sales cycle
- **Supply Chain Management**
  - Procurement (Purchasing, Logistics) Management
  - Inventory Management
  - Building and implementing coding Structure
  - Warehouse Management
- **Business Analysis**
  - Business process analysis
  - Workflow management
  - Functional requirements analysis
  - User acceptance test
- **Sales & Marketing**
  - Strategic and marketing management
  - Selling skills
- **Soft skills**
  - Presentation skills
  - Communication skills
  - Problem solving
  - Trainer
- **Business fields**
  - Retail business
  - Construction business

### Education

Certified Project Management Professional – PMP (In progress) 2009

**Institute** : Project Management Institute (PMI)

Professional Certificate in Management Information Technology

**University** : American University in Cairo AUC

**Faculty** : School of Business, Management, and Economics

**Degree** : Professional Certificate

Microsoft Certifications MCPID: 6210183

- **Microsoft Certified Trainer (MCT) 2009 & 2010**
- **Certified Microsoft Business Solutions Specialist**
- **MS Dynamics Axapta 4.0**
  - MS Dynamics AX Financial 4.0 (MB6-507)
  - MS Dynamics AX Trade and Logistics 4.0 (MB6-509)

**Microsoft**  
**CERTIFIED**  
*Business Management  
Solutions Specialist*

Microsoft Dynamics™ AX 4.0 Financials  
Microsoft Dynamics™ AX 4.0 Trade & Logistics  
Microsoft Dynamics™ AX 4.0 Installation & Configuration  
Microsoft Dynamics™ Retail Management System 2.0 Headquarters  
Microsoft Dynamics™ Retail Management System 2.0 Store Operations

**Microsoft**  
**CERTIFIED**  
*Trainer*

- MS Dynamics AX Installation and configuration 4.0 (MB6-503)
- **MS Dynamics Great Plains 10.0**
  - MS Dynamics GP Inventory & Order Processing 10.0 (MB3-529)
- **MS Dynamics Retail Management System 2.0**
  - MS Dynamics RMS Store Operations 2.0 (MB5-537)
  - MS Dynamics RMS Headquarters 2.0 (MB5-538)

#### International Business Diploma

**University** : Cambridge UK  
**Faculty** : Business  
**Degree** : Diploma  
**Institute** : International Marketing Institute (IMI)  
**Major** : General Business  
**Graduated** : 2006

#### College Bachelor Degree

**University** : Cairo  
**Faculty** : Commerce  
**Major** : Accounting  
**Graduated** : 2003

#### Courses

Course	Institute	Date
MS Dynamics AX 2009 – Retail Solution	Microsoft Dubai	April 2010
IT System Security	School of Business, Management, and Economics AUC	Feb 2010
Management in the Digital Economy	School of Business, Management, and Economics AUC	Dec 2009
IT and Collaborative Work	School of Business, Management, and Economics AUC	August 2009
Instructional Presentation Skills	IT Egypt Corp.	July 2009
Database Management	School of Business, Management, and Economics AUC	June 2009
Project Management Professional, PMP exam preparation	EMAK Academy	May 2009
Train The Trainer (TTT)	Step to Future	April 2009
Information Technology and organizational change	School of Business, Management, and Economics AUC	April 2009
TOFEL (iBT)	Amid East	March 2009
Information Technology and competitive strategy	School of Business, Management, and Economics AUC	Feb 2009
Information Technology Project Management	School of Business, Management, and Economics AUC	Jan 2009
MS Dynamics Axapta 4.0 Installation & Configuration	IT Egypt Corp.	Jan 2009
MS Dynamics Axapta 4.0 Trade & Logistics	IT Egypt Corp.	Jan 2009
MS Dynamics Axapta 4.0 Financial	IT Egypt Corp.	Nov 2008
Effective Business Communications and Human Relations	Dale Carnegie training center	Sep 2008
Information Technology and System Management	School of Business, Management, and Economics AUC	July 2008
Business Correspondences	Westwood Misr training center	June 2008
Report Writing	Westwood Misr training center	June 2008
Human Resource Management	International Marketing Institute IMI	Oct 2006
Effective Business Communication	International Marketing Institute IMI	Oct 2006
Advanced Search Marketing	e-Marketing Association USA	June 2006
Business Finance	International Marketing Institute IMI	May 2006
e-Marketing Basics	e-Marketing Association USA	March 2006



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Business Organization & Environment	International Marketing Institute IMI	Oct 2005
Internet Marketing	Mind Leaders	May 2005
Marketing Management	International Marketing Institute IMI	Dec 2004
Selling Skills	International Development Centre IDC	Sep 2004
Project Management	Mind Leaders	Aug 2004
e-Commerce Consultant	ICECC USA	Jan 2003
e-Commerce Specialist	E-Commerce Centre Egypt eCC	June 2002

### Computer Skills

Application	Level of use	Application	Level of use
Excel 2007	Good	Internet	Very Good
Outlook 2007	Very Good	Business Plan	Good
Word 2007	Good	FTP Clients	Good
PowerPoint 2007	Very Good	Hosting Control Panel	Good
Visio 2007	Very Good		

### Language Skills

Language	Spoken	Written
Arabic	Mother Tongue	Mother Tongue
English	Very Good	Very Good

### Work Experience

#### Current Job

<b>Employer</b>	Right Group	<b>Position</b>	Senior Application Consultant
<b>From</b>	Feb 2010	<b>To</b>	Till now

#### Responsibilities

Participate in every aspect of the implementation from analyzing the customer's business requirements to configuring the Microsoft Dynamics AX to meet the customer's needs. I have communicate with the customer's organization on many levels to obtain the necessary understanding of the business processes.

MS Dynamics Sure Step Champion to facilitate and lead company-wide change initiative to implement MS Dynamics Sure Step implementation methodology

- Participate in project stakeholder identification
- Supervise and coaching new team members
- Prepare and conduct business requirements workshops
- Analyzing and documenting customer as is business processes
- Conducting fit/gap analysis documentation
- Document and present results of analysis phase
- Configuring, managing, and delivering the application on customer requirements
- Prepare training planning, conduct training sessions
- Implementation/structured methodologies design
- Customer support in daily operations
- Administrating Microsoft Dynamics AX
- Build, review, and follow up MS Dynamics Sure Step methodology

#### Projects

>>	Shabna Group
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Previous Jobs

<b>Employer</b>	El Raed	<b>Position</b>	Business Application Specialist
<b>From</b>	Feb 2007	<b>To</b>	Feb 2010

**Responsibilities (Nov 2008)**

Assigned to business application development project for *ORASCOM Hotels and Development (OHD)*, which delivers ( Project Management, Procurement Management, Purchasing Management, Inventory Management, Sub contractors Management, and Cost & Revenue Management), my responsibilities are but not limited to:-

- Participate in project stakeholder identification
- Gathering business requirements from functional business owners (VPs, executives, and operational).
- Documenting, analyzing the current business process, and submitting recommendation in re-writing OHD business process
- Document and present results of analysis phase
- Participate with OHD business development task force in business process reengineering.
- Preparing the business analysis document for system architect and functional requirements document for development team
- Assist Project Manager in monitoring project progress and status
- Lead and direct development team on standardization of Microsoft business application to ensure we meet the international standard
- Follow up the development progress and ensure it meets OHD business requirements

Participate in every aspect of the implementation from analyzing the customer’s business requirements to configuring the Microsoft Dynamics application to meet the customer’s needs. I have communicate with the customer’s organization on many levels to obtain the necessary understanding of the business processes.

- Performing Pre-Sales demonstration to prospects
- Participate in proposal/support writing
- Participate in project selection criteria
- Participate in project stakeholder identification
- Managing MS Dynamics RMS implementation project, scope, time planning, deliverables, execution of project, project documentation, and project control
- Supervise and coaching new team members
- Prepare and conduct business requirements workshops
- Analyzing and documenting customer as is business processes
- Conducting fit/gap analysis documentation
- Document and present results of analysis phase
- Configuring, managing, and delivering the application on customer requirements
- Prepare training planning, conduct POS training, Store Operations Manager, and Headquarters
- Implementation/structured methodologies design
- Customer support in daily operations
- Administrating Microsoft Retail Management System (RMS) and Point of Sales (POS)

Projects

>>	La Senza Stores	ESPRIT Stores	Guess Store
>>	Morgan Stores	JB Stores	CARINA Stores
>>	Lewre’ Store	ECCO Store	SugarFree Store
>>	NUTICA Stores	OCTOBER Stores	Shoeing Stores
>>	Watching Stores	Velare Stores	No Name Stores
>>	Longchamp Store	B.Tech Stores	Baymen Stores



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<b>Employer</b>	MRCO-Egypt	<b>Position</b>	Sales & Marketing Executive
<b>From</b>	June 2004	<b>To</b>	Nov 2006

### Sales & Marketing

- Receive prospect/current client calls/e-mails (Inquiries/ Complain/ Modification)
- Prospect client presentation meeting
- Current client meeting to handling the project process
- Follow up prospect clients
- Assist in preparing proposals/offers/promotions
- Marketing research
- Company / Competitors Analysis
- Assist in adding new products/ promotions
- Assist in analysis and forecast the company situation
- Regularly after sales contact to responds to all clients communications to follow up client satisfaction

### Project Management

- Projects requirements analysis and scheduling according to work process
- Direct supervision on operation staff (Graphic Designer, Web Designer, Web Developer) and handling tasks to meet the dead time for the project

### Projects

>>	<a href="http://www.forte-mena.com">www.forte-mena.com</a>	<a href="http://www.quiznos-gfl.com">www.quiznos-gfl.com</a>	<a href="http://www.australine.com.au">www.australine.com.au</a>
>>	<a href="http://www.egyptiangolf.com">www.egyptiangolf.com</a>	<a href="http://www.egyptiancars.com">www.egyptiancars.com</a>	<a href="http://www.ees9.com">www.ees9.com</a>
>>	<a href="http://www.sultanatours.net">www.sultanatours.net</a>	<a href="http://www.mclinic.org">www.mclinic.org</a>	<a href="http://www.cairoepc.com">www.cairoepc.com</a>
>>	<a href="http://www.helping-family.org">www.helping-family.org</a>		

### Summer Training

<b>Employer</b>	Sahara Petroleum Services S.E.A (SAPESCO)	<b>Job Title</b>	Summer Training
<b>From</b>	June 2001 & June 2002	<b>To</b>	Sep 2001 & 2002

Summer Training in Sahara Measurement Services Division (SMS)

#### Coordinator activities

- Prepare & following up clients invoices.
- Suppliers invoices.
- Local and foreign purchase order
- Filing System