AHMED KHALED ABDELRAHIM MOHAMED

DATA ANALYST | POWER BI | SQL | EXCEL | PYTHON | PAYMENTS ANALYTICS

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PROFESSIONAL SUMMARY

Data analyst and commercial leader with 4+ years of experience in electronic payments and telecommunications. Founding team member at Fawater, overseeing EGP 750M+ in monthly transactions across 15+ startup clients and partners. Skilled in SQL, Power BI, Excel, Python, Power Query, DAX, data modeling, and dashboard development, with experience translating operational and sustainability data into decision-ready insights.

TECHNICAL SKILLS

Analytics: Data analysis, SQL, SQL querying, Python, Pandas, NumPy, data cleaning, ETL, exploratory data analysis (EDA), statistical analysis, data validation

Business Intelligence: Power BI, Power Query, DAX, data modeling, dashboard development, KPI reporting, scenario analysis, data visualization

Excel and Business: Advanced Excel formulas, PivotTables, reconciliation, transaction analysis, revenue tracking, merchant performance, inventory and sales reporting

Core Competencies: Leadership, communication, negotiation, adaptability, time management, strategic planning, stakeholder management, team management, client relationship management, problem solving, decision-making, cross-functional collaboration

PROFESSIONAL EXPERIENCE

Commercial Director | Fawater for Electronic Payment

Aug 2025 - Present | Egypt

- Oversee EGP 750M+ in monthly transaction volume across 15+ startup clients and partners, using commercial KPIs to guide performance and profitability decisions.
- Lead client payment and API integrations while standardizing commercial reporting, pricing reviews, and operational execution.

Account Manager and Founding Team Member | Fawater for Electronic Payment

Aug 2023 - Aug 2025 | Egypt

- Evaluated merchant transaction records and daily volumes across corporate and startup accounts, helping a partner expand its distribution network from 20 to 250+ POS terminals within one year.
- Joined Fawater at launch and managed corporate and startup accounts, supporting retention and tailored payment solutions.

Area Manager | Telecom Egypt WE

Jun 2023 - Jun 2024 | Egypt - Concurrent Role

- Managed commercial performance, compliance, and operations across 25 branches and 65+ employees and branch managers.
- Maintained 85%+ target achievement by using branch-level sales and inventory data to improve stock allocation, target tracking, and regional decision-making.

Sales Specialist | Telecom Egypt WE

Jun 2022 - Jun 2023 | Egypt

- Delivered telecommunications service consultations, consistently exceeded individual sales targets, and earned promotion to Area Manager within one year.

DATA ANALYTICS PROJECTS

PHOENIX Egypt E-Waste Circular Economy

Project Manager and Analytics Lead | Sep 2026 | Project Repository | AI Tool

- Led a six-member capstone team that transformed 11,635 raw observations into a validated analytical dataset of 10,784 rows and 24 columns.
- Built an end-to-end workflow using Excel, Python with Pandas and NumPy, Power Query, relational modeling, DAX, and an eight-page Power BI dashboard.
- Completed 851 reconciliation checks with a 100% pass rate, zero review cases, and a maximum variance of approximately USD 0.005.
- Designed an AI-assisted Google AI Studio workflow to convert PDF report data into Excel and CSV, then translated findings into target-based 2030 scenarios aligned with Egypt Vision 2030.

Digital Payments Performance Analysis

SQL and Power BI

- Investigated merchant transactions and payment logs to evaluate revenue, retention patterns, transaction failures, and commercial performance.
- Wrote SQL queries for cleaning, segmentation, and failure-pattern analysis; built a Power BI dashboard tracking commercial KPIs and Gross Merchandise Value; and developed pricing and retention recommendations.

TRAINING AND DEVELOPMENT

Data Analysis Nano Degree Program

Digilians Digital Pioneers Initiative MCIT | May 2026 - Sep 2026

- Completed intensive training in SQL, Python analytics, statistics, Power BI, Power Query, DAX, data modeling, visualization, and end-to-end BI delivery.

GCI World 2026 September

Matsuo and Iwasawa Laboratory, The University of Tokyo | Sep 2026 - Present

- Selected participant developing practical data science, Python, and machine learning skills through lectures, assignments, and applied projects.

CERTIFICATIONS

Google Data Analytics

Google | Jul 2026

Artificial Intelligence Fundamentals

Huawei ICT Academy | Aug 2026

Python Programming Basics

Huawei ICT Academy IFCE | Aug 2026

EDUCATION

Postgraduate Diploma in Criminal Law

Ain Shams University | 2021

Bachelor of Laws LLB

Helwan University | 2016 - 2020

LANGUAGES

Arabic: Native | English: Professional Working Proficiency