

# Curriculum Vitae



## - Personal Information

- **Name** : Sameh Mohamed Mohamed Saeed
- **Address** : Imyay\_Toukh\_Kalyobia
- **Email(s)** : sameh.mohamed@fcom.bu.edu.eg  
s4ms\_1984 @yahoo.com  
s4ms.1984@gmail.com
- **Phone/ Mobile(s)** :(002)-0133101118 /(002)-01221262920 /(002)-01069229358
- **Nationality** : Egyptian
- **Date of birth** : 10/1/1984
- **Gender** : Male
- **Marital status** : Married and reliable
- **Military service** : Exempt

## - Work Experience

<b>Dates</b>	July.2013 Until now
<b>Occupation or position held</b>	Assistant Lecturer in Department of Business administration
<b>Main activities and responsibilities</b>	<b>Teaching applications of the following study material:</b> Organizational behavior, Principles of Management, Marketing, Marketing Research, Small business management, Production and Operations Management, Human Resource Management, Finance and investment management, Financial Markets management, International companies management For Undergraduate.
<b>Name and address of employer</b>	Faculty of Commerce –Benha University
<b>Type of business or sector</b>	Higher Education Sector

# Curriculum Vitae

<b>Dates</b>	Jan.2006
<b>Occupation or position held</b>	Demonstrator in Department of Business administration
<b>Main activities and responsibilities</b>	<b>Teaching applications of the following study material:</b> Organizational behavior, Principles of Management, Marketing, Marketing Research, Small business management, Production and Operations Management, Human Resource Management, Finance and investment management, Financial Markets management, International companies management For Undergraduate.
<b>Name and address of employer</b>	Faculty of Commerce –Benha University
<b>Type of business or sector</b>	Higher Education Sector

## - Education and training

<b>Dates</b>	2013-2014
<b>Title of qualification awarded</b>	Pre Ph.D. in Business administration
<b>Name and type of organization</b>	Faculty of Commerce-Benha University, Kalyobia, Egypt
<b>Level in national or international Classification</b>	ISCED 5

<b>Dates</b>	2008-2012
<b>Title of qualification awarded</b>	Master Degree of Business administration Thesis Title” Using The balanced Scorecard in the development of marketing performance” An Empirical Study
<b>Name and type of organization</b>	Faculty of Commerce-Benha University, Kalyobia, Egypt
<b>Level in national or international Classification</b>	ISCED 6

# Curriculum Vitae

<b>Dates</b>	2005-2007
<b>Title of qualification awarded</b>	Pre-master of Business administration
<b>Name and type of organization</b>	Faculty of Commerce-Benha University, Kalyobia, Egypt
<b>Level in national or international Classification</b>	ISCED 5

<b>Dates</b>	2001-2005
<b>Title of qualification awarded</b>	Bachelor of Commerce - Business administration Grade: very good.
<b>Name and type of organization</b>	Faculty of Commerce-Benha University, Kalyobia, Egypt
<b>Level in national or international Classification</b>	ISCED 5

## - Training

<b>Dates</b>	From 11/6/2013 to 13/6/2013
<b>Title of Training awarded</b>	<b>University Corporation quality "self-study and external auditing"</b>
<b>Name and type of organization</b>	Faculty of Commerce, Benha university
<b>Providing education and training</b>	Funded by Faculty of Commerce, Benha university

<b>Dates</b>	From 8/1/2013 to 10/1/2013
<b>Title of Training awarded</b>	<b>Strategic Planning</b>
<b>Name and type of organization</b>	Faculty of Commerce, Benha university
<b>Providing education and training</b>	Funded by Faculty of Commerce, Benha university

# Curriculum Vitae

<b>Dates</b>	From 22/1/2007 to 24/1/2007
<b>Title of Training awarded</b>	<b>Ethics of Professions</b>
<b>Name and type of organization</b>	Faculty of Commerce, Benha university
<b>Providing education and training</b>	Funded by Faculty of Commerce, Benha university

<b>Dates</b>	From 8/1/2013 to 10/1/2013
<b>Title of Training awarded</b>	<b>Scientific Research Methods</b>
<b>Name and type of organization</b>	Faculty of Commerce, Benha university
<b>Providing education and training</b>	Funded by Faculty of Commerce, Benha university

## - Personal skills and competences

<b>Language</b>	<b>Read</b>	<b>Writing</b>	<b>Speak</b>	<b>Understand</b>
<i>Arabic</i>	<b>Fluent</b>	<b>Fluent</b>	<b>Fluent</b>	<b>Fluent</b>
<i>English</i>	<b>Very good</b>	<b>Very good</b>	<b>Very good</b>	<b>Very good</b>

# Curriculum Vitae

<b>Social skills and competences</b>	<ul style="list-style-type: none"> <li>- Extremely organized person.</li> <li>- Ability to establish and maintain good working relations with people of different national and cultural.</li> <li>- Team Work: I have worked in various types of teams from research teams in Benha University.</li> </ul>
<b>Communication skills</b>	<ul style="list-style-type: none"> <li>- Good Command Of How To dealing With Others</li> </ul>
<b>Organizational / managerial skills</b>	<ul style="list-style-type: none"> <li>- Good abilities for synthetic and global views over concrete situations.</li> <li>- Leadership of delivering Lectures to about fifty persons in the department.</li> </ul>
<b>Technical skills and competences</b>	<ul style="list-style-type: none"> <li>- End-oriented work capacity.</li> <li>- Problem-solving attitude</li> </ul>
<b>Computer skills and competences</b>	<ul style="list-style-type: none"> <li>- Excellent command of using Internet</li> <li>- Very good command of using Microsoft Office.</li> <li>- Statistics programmers some experience with Excel.</li> <li>- Analytical Hierarchy Process by Expert Choice.</li> </ul>
<b>Artistic skills and competences</b>	<ul style="list-style-type: none"> <li>- During my undergraduate and graduate studies I attended several courses from other universities in order to improve my abilities in scientific research.</li> </ul>
<b>Other skills and competences</b>	<ul style="list-style-type: none"> <li>- Participates as member of a team.</li> <li>- Works with diversity - works well with men and women from diverse</li> </ul>

# Curriculum Vitae

	<p>backgrounds.</p> <ul style="list-style-type: none"><li>- Creative thinking - generates new ideas.</li><li>- Decision making - specifies goals and constraints, generates alternatives, considers risks, and evaluates and chooses best alternatives.</li><li>- Problem solving in different fields in life- recognizes problems and devises and implements plan of action.</li><li>- Maintenance, shopping and fashion.</li></ul>
<b>personal interests</b>	<ul style="list-style-type: none"><li>- Like Art and watching films.</li><li>- Enjoy all sports particularly</li><li>- Reading, walking and running.</li><li>- Love to travel and experience different cultures</li></ul>

## - References furnished upon request

I wish to work in your career and it's a great honor to join your staff and be at your trust.