

Prof.Dr. Ahmed Nafee

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Objective

Seeking a job that tackles challenging projects and enhances my academic and technical skills in my field Marketing, International Business, Leadership organization, and Strategic Management.

Education

- IBAS Switzerland Academy Switzerland, Zurich

Doctor of Business Administration in Strategic management.

The Modules studied: Organization leadership, International Business, Strategic Marketing, Strategic management, Advanced Finance, Research Philosophy, Advanced Statistics, Research Methodology, Multivariate Analysis, economics, Supply chain & Logistics, Thesis.

Grade: A

- European International University France, Paris

Master of Business Administration in Strategic Planning.

The Modules studied: International Marketing, Leadership and Strategic Management, International Business Environment, Strategic Planning, Finance for Strategic Managers, Research for Strategic development, Organizational Behavior, Strategic Human Resources Management, Thesis.

Grade: A

- IBAS Switzerland Academy Switzerland, Zurich

Master of Business Administration in Leadership Organization.

Grade: A

Courses

- Digital Marketing Diploma at the Canadian Management & Training Institute (Cairo, Egypt)
Digitalization Modern Marketing, Digital Marketing Research, Digital Marketing Strategy, Creating a Profitable Sales Funnel, Social Media Strategy, Create your Niche on Social Media, Defining Marketing & Digital Marketing, Facebook & Instagram, Advanced Facebook Targeting, Retargeting & Tracking, LinkedIn Ads, X Ads, Google Ads, Advanced Google Ads Keyword Planning, YouTube Ads, Search Engine Optimization, Content Marketing, Email Marketing, Mobile Marketing.

- Liverpool College for International Studies (United Kingdom)
A TOT certificate (Training of Trainers) is a professional qualification that certifies professional trainers who can teach others efficiently.

Work Experience

- The Islamic University of Minnesota, "Professor" of Strategic & Project Management at the Project Management Department. 2025 - Present "Minnesota - USA"
Deputy Head of Project Management and Head of Curriculum Development Committee.
I taught masters and PhD students the following modules: Leadership and People Management in Project Management, Strategic Program and Portfolio Management in Project Management, Project Management and Performance Evaluation using AI "Artificial Intelligence".
- American Global University, "Associate Professor" of Strategic Management. 2023 - Present "Texas - USA".
Then I was promoted at the university to "**Professor of Strategic Management**".
I have published international scientific researches in peer-reviewed and accredited journals from Scopus.
I taught modules of strategic management, international business, leadership organization skills, and Human Resources, Operations Management, Project Management, etc.
- American Open University, "Assistant Professor" of Strategic Management, 2021 – 2025 (USA).
I taught modules of strategic management, international business, and leadership skills, among other topics. I have served as a member of the examining committee for various masters and doctoral dissertations, and I supervised a master's thesis for a student in Yemen. The title of that thesis was "The Impact of Strategic Intelligence on Organizational Performance in Telecommunications Companies: An Applied Study at Saba Fone Telecom Company in Yemen."
- Ema Pharma Corporation, (Vice President - Middle East Africa Region), 2021 - Present (New York, United States).

The company produced Nutraceutical and Cosmeceutical products for sale in the USA market and on Amazon USA. Also, export to Colombia, Mexico, and Africa. My responsibilities include evaluating marketing strategy, based on knowledge of establishment objectives; evaluating the financial aspects of product development, such as budgets, expenditures, and return-on-investment and profit-loss projections; developing pricing strategies, balancing firm objectives and customer satisfaction; and directing the hiring, training, or performance evaluations of different distributors per country.

Use sales forecasting or strategic planning to ensure the sale and profitability of products, lines, or services, analyzing business Developments and monitoring market trends. Negotiate contracts with vendors or distributors to manage product distribution, establishing distribution networks or developing distribution strategies. Coordinate or participate in promotional activities or trade shows. Initiate market research studies and commercial surveys to identify potential markets for products.

- Volunteering for free to Teach Different Courses for the Pharmaceutical Company Team 2013 - Present (New York, USA) as follows (12 Years):
 - Strategic Management and Strategic Planning
 - International Marketing and Business
 - Managing the sales of Pharmaceutical and cosmetics companies
 - Strategic marketing plan for Pharmaceutical, and Cosmetics Company
 - Organization of Leadership in Pharmaceutical companies
 - Supply chain (Logistics, and warehouse) management
- Ema Pharma Corporation, International Marketing Manager, 2010 - 2020 (New York, USA)
The company produced Nutraceutical and Cosmeceutical products for sale in the USA market and on Amazon USA. Also, export to Colombia, Mexico, and Africa.
I worked under the supervision of the CEO, conducting data and statistical analysis by analyzing global trends to identify opportunities that would generate resources and attract more potential clients, managing inventory of products in the warehouse, and identifying, developing, or evaluating marketing strategies based on knowledge of establishment objectives, market characteristics, and cost and markup factors.

• FUTURE Dental Parts Corporation, International Sales Manager 2000 - 2010(New York, USA)
I worked under the supervision of the CEO, where I focused on finding new customers, maximizing sales revenue in existing markets, expanding sales to new areas, researching trends to develop accurate sales forecasts, developing and implementing a sales strategy plan to achieve global sales and profit targets, and selling to distributors and exporting to Egypt and Saudi Arabia, as well as attending several international conferences in the field of dentistry to create and build new deals to maximize the market.

• Al-Shamali Group, Marketing Manager of Medical Division, 1994 – 1999 (Riyadh, Saudi Arabia)
The company was the exclusive agent for Dent-America, Forest Dental Chair Unit, Svenska dental files and consumable products, and Air-Jet Hand-pieces. Also, my responsibilities include providing input, implementing, and executing a comprehensive segment-specific development plan.
managing and coordinating marketing and creative staff, leading market research efforts to uncover the viability of current and existing products/services, collaborating with media organizations and advertising agencies, brainstorming ideas for new campaigns, and coordinating with the sales team and other departments to produce effective strategies.

• Asal Dental Supply Co., Marketing and Sales Executive, 1988 - 1994 (Riyadh, Saudi Arabia)
The company was the exclusive agent for American Companies "DENTSPLY products, SS White Burs, Den-Mate Corporation, Premier Diamond Burs and Hand Instruments, Gendex X-ray Dental Unit, Royal Dental Chair Units, Midwest Hand-pieces, and consumable products".
Also, my responsibilities include meeting with clients during new business marketing, attending trade exhibitions, conferences, and meetings, reviewing sales performance, negotiating contracts and packages, and working towards monthly or annual targets.

Computer Abilities

- Proficient use of MS office Application: Word, Excel, PowerPoint.
- Minitab Statistical Software

Languages

- **Arabic:** Native proficiency **English:** working professional proficiency

Personal information

Nationality: American / Egyptian

Date of birth: April, 1965