

MOHAMMED YOUSSEF EL-TAHAN

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PROFESSIONAL SUMMARY

Senior Business Development & AI Solutions Engineer with 15+ years of hands-on experience driving B2B enterprise sales across the UAE, Qatar, and Egypt. Operating as a dedicated "hunter and builder," I actively close high-value contracts in heavy machinery and commercial real estate, having directly contributed to AED 1B+ in enterprise revenue. I uniquely bridge commercial strategy with deep technical execution by architecting production-grade AI environments (n8n, LLMs, Voice AI) that automate complex deal cycles and operational bottlenecks.

CORE COMPETENCIES

- ☐ **Commercial Execution:** B2B Enterprise Sales, Market Entry (UAE, Qatar, Egypt), Key Account Management, Complex Contract Negotiation.
- ☐ **AI Architecture:** Workflow Orchestration (n8n-(zapier - Claude - DSPY- Gemini and AntigraVity -n8n)), AI Voice Agents (Vapi, Anthropic Claude), RAG Systems (pgvector, PostgreSQL), Web Scraping.
- ☐ **Engineering Translation:** Front-End Architecture & Webflow (leveraging hands-on coding capabilities to translate B2B requirements into flawless developer execution).

PROFESSIONAL EXPERIENCE

Senior Business Development Consultant & AI Solutions Engineer

Independent Practice (Contracting via SoftecNova) | Cairo, Egypt 2023 – Present

- Drive B2B sales execution and market entry strategies for industrial SMEs and manufacturing firms expanding into the UAE and the wider GCC.
- Architect and deploy 54+ production-ready AI workflows, transforming manual business processes into autonomous operations, reducing operational costs by over \$2 Million annually alongside my team.
- Orchestrate end-to-end technical deployments by acting as the bridge between commercial requirements and engineering teams, leveraging hands-on Webflow and front-end fluency to eliminate communication bottlenecks.
- Designed and deployed bilingual (Arabic/English) conversational Voice AI agents and pgvector RAG knowledge bases capable of handling 10,000+ document queries with sub-second response times.
- Developed enterprise-grade scraping systems processing 1,000+ URLs daily to automate B2B market research and competitor intelligence.

Business Development Consultant (Retainer Portfolio)

Independent Practice | MENA Region 2015 – 2023

- **Capital Medical:** Orchestrated cross-border market expansion into the Gulf and African regions, successfully negotiating and acquiring a sole distribution contract valued at over \$10 Million to solidify regional presence.
- **Kärcher El Bassiouni Egypt:** Spearheaded aggressive expansion strategies across the Red Sea and Sharm El-Sheikh touristic zones, capturing dominant market share and driving a revenue increase of over \$2 Million within the first year alongside my team.
- **Raouf Hotels International:** Diversified core revenue streams by strategically positioning hospitality assets as premier destinations for international film production and commercial movie shoots, generating over \$3 Million in alternative revenue alongside my team.
- **Cross-Border Market Entry:** Advised GCC-based enterprises on market penetration strategies for Egypt and the wider African market, while simultaneously directing client expansions into high-value construction sectors in Libya and Iraq, securing initial project bids exceeding \$10 Million.

Senior Business Development Manager

Emirates Cities | Sharjah, UAE 2011 – 2015

- Executed regional go-to-market strategies, driving commercial sales for Tier-1 developers including Emaar, Damac, and Tatweer.
- Managed high-value enterprise accounts and secured supply agreements for landmark installations within mega-projects, including the Burj Khalifa (contributing to an AED 8 Billion project ecosystem).

Business Development Manager / Corporate Sales Manager

House Of Equipments (Arabtec) | Dubai, UAE 2007 – 2011

- Led B2B corporate sales and distribution for the region's second-largest construction equipment dealer, playing a key role in generating AED 1 Billion in annual revenue.
- Successfully negotiated and secured exclusive regional distribution rights with international manufacturing partners, doubling active product lines.

Sales & Marketing Manager

Emirates Cities | Sharjah, UAE 2005 – 2007

- Executed a highly successful B2B market entry strategy for Qatar, prospecting and securing foundational anchor accounts from scratch that generated over \$10 Million in first-year contract value.
- Closed long-term, high-value supply agreements with leading construction firms and commercial developers throughout Abu Dhabi and the Northern Emirates.

Marketing Team Lead (Export & Logistics)

Eissa Group | Cairo, Egypt 2002 – 2005

- Drove global B2B trade logistics and international marketing for the region's largest furniture exporter, expanding the footprint from 7 to 37 countries and boosting export revenue by more than 140,000,000 US\$.

(Early career history as Market Research Analyst and Corporate Cost Controller at Movenpick (1997-2002) available upon request).

EDUCATION & CREDENTIALS

- **B.Sc. in Accounting and Business Management** | Mansoura University
- **Technical Diploma in Computer & IT Support** | Cisco Systems
- **Mini MBA (Strategic Corporate Focus)** | Executive Training Certification
- **Certifications:** Internal Quality Audit (ISO-9001 Alignment), Strategic Maritime & Land Transport Planning (Martrans)