

NAME MAHMOUD ZAYED



EXPERTISE

Founder and CEO of LDL Hub With 17+ years of diverse experience across the GCC, Egypt and Africa, My focus areas include Strategy, Sales Optimization, CRM, Retail Excellence, Leadership Development, PPA Assessments, and Business Development, Marketing



EXPERIENCE

- Delivered comprehensive training programs to 50+ companies, impacting over 2,195 trainees across 8 countries and diverse industries.
- Possess extensive expertise in retail sectors, including pharma, banking, FMCG, appliances, real estate, fashion, cosmetics, and domestic services, with a focus on upskilling 1,317 professionals, representing over 60% of total training initiatives.
- Successfully provided tailored programs to esteemed ministries such as Telecom (MCIT), Armed Forces, Higher Education (Qatar), and Ministry of Planning and Development (Egypt).
- 10+ years of profound managerial experience in multinational companies.
- Specialize in innovative training methodologies, utilizing experiential learning, gamification, and simulation techniques.
- Proficient in utilizing assessment tools like Thomas for comprehensive skill evaluation.
- Expert in developing managers' capabilities in leadership, management, coaching, motivation, customer centricity, and related areas.
- Demonstrated track record in elevating the capabilities of 943 professionals in sales and customer care domains, covering areas such as selling excellence, customer service, sales management, and negotiation skills.



BUSINESS SCHOOL AFFILIATION

- Engage as a part-time instructor for MBA and Sales & Marketing Diploma programs at both the Arab Academy for Sciences and Technology (AAST) and the Swiss School of Management (SSM).



EDUCATION

- PhD Candidate at SSM
- MBA holder Dual degree from Cardiff Met. UK, and AAST
- Bachelor degree in Pharmaceutical sciences
- Certified PPA Assessor from Thomas Int.
- Professional certificate in SOSTAC Model from AUC.
- Management consultation courses from EBRD, IMC, GIZ

