



Dr. Gamal Haikal MSc., PhD

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PROFILE

For over 20 Years Dr. Haikal has worked as a professor trainer and consultant. He worked with tens of cooperates, governments and organizations. 8 years ago, he fell in love with experiential learning methodology, he innovated 7 business simulation games. His innovations covers different managerial functions including financial management, distribution management, retail management, strategic management, cash management, HR management, project management and others.

CLIENTAL LIST

Sanofi, Pfizer, Nahdi Group, Pharco Group, EVA Pharma, Central Bank of Kuwait, Ministry of Labour-KSA, NSGB Bank, National Commercial Bank (NCB), Al Awel Bank, SABIC, Ministry of Labour-KSA, Coca-Cola, Xerox, HP, Olayan Group, Pepsi, TNT, General Motors, Centro, Ras AL-Khima Government, Kuwait Finance Fund, VODAFONE, Abo-Dawood Group, Olympic Group, Seasons Ltd., Crococo Group, Abd-Latif Jameel Group, Nesma Group, Alex Chamber of Commerce, Federation of Egyptian Chambers of Commerce, Arabi Group, Mansour Group, Fathallah group, Basamh Group, SEDCO Group, Gulf Medical, Ministry of Housing, Johnson Controls, Retail Performance Group, Nahdi Group, EL-Azaby Group, STC, Dubai Police, General Commission of Petrol - Egypt, Dubai Police Force, Abu Dawood Group, Wasl, Ras Elkhema Government, E&Y and others.

Special Roles

- Lecturer at various regional and international universities including Arab Academy for Science and Technology and Maritime Transport, Rome School of Management, University of Business and Technology, Arab University; Shanghai Marine University and Joint program of London School of Economics, Politechnicah Pokharist.
- Consultant at the Businessmen Association
- Worked as a senior consultant in different projects and clients, including European Union, Saudi Government, and Egyptian Government.
- Member of the Association of Talent Development (ATD)
- Member of Institute of Management – South Africa Chapter

WORK HISTORY

2009 – Present

Arab Academy for Science and Technology and Maritime Time Transport (AASTMT)

Assistant Professor

2004 - 2009

University of Business and Technology

Assistant Professor- Quality Unit Director

2002 – 2004

Higher Institute of Technology

Lecturer

1997 – 2002

Egyptian Kuwaiti for Securities and Bookkeeping Co.

Financial Analyst

COURSE PORTFOLIO

Designed conducted and evaluated tens of courses including

Soft Skills

Presentation Skills, Train of Trainer (TOT), Communication Skills, Negotiations Skills, Personality Analysis (DiSK) Model, Big 5 Personality Trait Model, Conflict Management, Motivation Skills, Leadership skills, The Art of persuasion, Creative Thinking, Emotional Intelligence, Time Management, Change Management, Effective Communication Skills and others.

Technical Skills

Entrepreneurship, Finance for Non-Financers, Selling Skills, Business Analysis, Building Feasibility Studies, Accounting for Non-Accountants, Excel for Financial Modeling, Understanding Economics for Life and Business, Essential for Budgeting, Project Management Essentials, Financial Management for Healthcare Solutions and others.

CERTIFICATIONS

- Wilson Learning - USA**
Certified Trainer CPC, NTY, VSP
- Huthwaite-UK**
Certified Trainer – SPIN Selling
- Sidumdustry – Germany**
Master Trainer Simflox
- MindGem-UK**
Certified Trainer
- BSc in Accounting
- MSc. in Macroeconomics
- PhD in Managerial Economics