

WESAM HAMED

FINANCIAL CONSULTANT

CONTACT



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Iskele, Turkish Republic of Northern
Cyprus, 9960

EDUCATION

PH.D. IN FINANCE

EASTERN MEDITERRANEAN UNIVERSITY
FAMAGUSTA, NORTHERN CYPRUS

2024

Website: <https://www.emu.edu.tr/en>

MASTER IN BANKING & FINANCE

EASTERN MEDITERRANEAN UNIVERSITY
FAMAGUSTA, NORTHERN CYPRUS

2014

Website: <https://www.emu.edu.tr/en>

MASTER IN INVESTMENT APPRAISAL & RISK ANALYSIS

QUEEN'S UNIVERSITY
ONTARIO, CANADA

2014

Website: <https://www.queensu.ca>

BECHALOR IN ACCOUNTING

ALAZHAR UNIVERSITY OF GAZA
GAZA, PALESTINE

2012

Website: <http://www.alazhar.edu.ps/eng>

LANGUAGES

Arabic

English

Turkish

PROFILE

A highly accomplished finance and real estate professional with a PhD in Finance and extensive experience in investment strategies, financial services, and real estate markets. With a strong background in sales, business development, and client relations, I have successfully navigated the North Cyprus real estate sector, providing expert guidance to investors and property buyers. My expertise also extends to teaching finance, accounting, economics, and statistics, demonstrating my ability to simplify complex concepts and mentor professionals. Driven, results-oriented, and strategic, I am passionate about delivering value through innovative financial solutions and high-impact real estate investments.

WORK EXPERIENCE

SALES MANAGER, FINANCIAL CONSULTANT & INVESTMENT ADVISOR

DÖVEÇ CONSTRUCTION GROUP OF COMPANIES,
FAMAGUSTA, NORTHERN CYPRUS

AUG 2016 - MAY 2023

- Company Industry: Construction/ Real Estate
- Website: <https://dovecconstruction.com/en>

Key Responsibilities:

- Supervisor of sales department for Scandinavian, Middle East and UK market.
- Very good experience in marketing field in general and responsible about studying and analyzing the market needs.
- A main representative of the company and a trainer for new real estate offices.
- Responsible for investment decision making process including risk management and funds arrangement and also decisions pertaining to debt: equity, sources of funding, formation of companies, capital structure.
- Prepare revenue and expenses budgets and communicate across the group to the concerned and agree for monitoring mechanism.
- By coordinating a team in marketing department, the company won many awards among national and international competitors with the help of its prestigious projects. Döveç Group has won 13 awards which includes: Best Builder Platinum Award, Best Proposed New Project Platinum Award, Best Apartment Platinum Award. Best Residential Project, Best Renovation, Best Luxury Villa and Best Property Developer Website. Arredo Design, a member of Döveç Group once again proved to be the leading furniture company by winning platinum awards for the Best Kitchen and Best Industrial Design. Alfam Dormitories which is also a member of Döveç Group received Best Investment Project and Best Commercial Project. In addition, Four Vision Development (Döveç Group is a member Four Vision Development) has won Best Seafront Project.

ABOUT ME

Marital status: Single

Gender: Male

Nationality: Palestinian

Date of Birth: 14/06/1990

LinkedIn: <https://www.linkedin.com/in/wesam-hamed/>

SKILLS

- Digital Effective Report Writing Skill
- English Oral Communication Skills.
- English Business Writing Skills.
- Promotion Skills.
- Computer Skills programmer for ICDL.
- MS. Excel 2024.
- Managements Skills
- Supervision & Leadership Skills.
- Interviewing and corporate with personal customers, discuss their financial requirements to provide them appropriate financial advice.
- Monitoring accounts
- Assessing and reviewing financial circumstances
- Authorizing and evaluating overdrafts and loans including mortgages.
- Preparing lending agreements
- Promoting the bank's services
- Problem solving; planning
- Writing reports
- Managing projects
- Maintaining records
- Recruiting, training and supervising junior banking staff
- Capability to work under pressure
- Very responsible in taking up the projects and deliver on time
- Good research techniques and providing necessary information.
- Good communication skills and effective use of it.
- Very flexible and punctual at work

INTERNATIONAL OFFICE COORDINATOR

EASTERN MEDITERRANEAN UNIVERSITY,
FAMAGUSTA, NORTHERN CYPRUS

JUNE 2013 - AUG 2016

- Institution Industry: Education
- Website: <https://www.emu.edu.tr/en/>

Key Responsibilities:

- Orientation Programs for new students Assistant (Fall 2013), (Spring 2013), (Fall 2014), (Spring 2014), (Fall 2015).
- International Summer School Program Coordinator (Summer 2013), (Summer 2014), (Summer 2015), (Summer 2016).
- EMU International Night Director (2014), (2015).
- Palestinian Culture Night (2016), (2017), (2018), (2019). "Author and director".
- Internship programs Coordinator (Spring 2014), (Fall 2014)
- Exchange programs Coordinator (Fall 2015)

COURSES TRAINER

GLOBAL VILLAGE LANGUAGES CENTRE,
FAMAGUSTA, NORTHERN CYPRUS

JULY 2015 - JUNE 2017

Key Responsibilities:

- Teacher at Global Languages Centre in order to prepare the students for English Proficiency and Placement Test (September 2015).
- Experience in teaching Finance, Accounting, Economics, Econometrics, and Statistics courses (2013 - 2017).
- Helping students develop a solid understanding of complex financial and economic concepts.

FINANCIAL MANAGER

PADICO HOLDINGS,
GAZA, PALESTINE

JUNE 2011 - AUG 2012

- Institution Industry: Investment
- Website: <https://www.padico.com/en/>

Key Responsibilities:

- Handled an annual sales budget of 13 million USD; successfully accomplished 45% growth in sales within 6 months of induction by steering consistent growth in market penetration and brand equity.
 - Identified and established key accounts to secure additional revenue streams; followed up on deals, verified correct delivery of contractual obligations, and updated the company Managing Director.
 - Planned and executed strategies to steer market share growth in Palestine market; served as a focus point for decision making regarding product pricing and promotional campaigns to enable efficient capitalization of market opportunities.
 - Prioritized consistent improvement in product quality and value proposition; negotiated and closed lucrative deals to facilitate business development and client portfolio growth.
 - Led market research and industry/competitive analysis to eliminate coverage gaps in key market segments; implemented best industry practices aligned with benchmarks to attain best returns on investment. Administered training and direction to sales team to encourage self-sufficiency and competition; established reputation for operational excellence and superior customer service to optimize revenue development.
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MEMBERSHIPS

- Real Estate Expert | AUG 2016
FAMAGUSTA, TRNC
- Advisor Mentor – Eastern
Mediterranean University | JUNE 2013
FAMAGUSTA, TRNC
- Accountant – Palestinian
Accountants and Auditors Syndicate |
JUNE 2010
GAZA, PALESTINE

PALESTINIAN

COURSES & TRAINING SESSIONS

- The 6th International Conference on Banking and Finance Perspectives | APRIL 2023 FAMAGUSTA, TRNC
- The 5th International Conference on Banking and Finance Perspectives | MAY 2022 FAMAGUSTA, TRNC
- Digital Body Language| JULY 2020 LINKED IN LEARNING (ONLINE)
- Sales: Closing Strategies | MAY 2020 LINKED IN LEARNING (ONLINE)
- Sales Negotiation | APRIL 2020 LINKED IN LEARNING (ONLINE)
- Soft Skills for Sales Professionals | APRIL 2020 LINKED IN LEARNING (ONLINE)
- Time Management: Working from Home | MARCH 2020 LINKED IN LEARNING (ONLINE)
- The 4th International Conference on Banking and Finance Perspectives | MAY 2019 FAMAGUSTA, TRNC
- The 6th Finance Day Hosted By Eastern Mediterranean University | MAY 2018 FAMAGUSTA, TRNC
- Gold or Real Estate: Which One is Better Investment? | MAY 2018 FAMAGUSTA, TRNC
- The 3rd International Conference on Banking and Finance Perspectives | APRIL 2018 FAMAGUSTA, TRNC
- “Developments in Banking Research and Areas for Future Study” Presented By Prof. Philip Molyneux | APRIL 2018 FAMAGUSTA, TRNC
- The Research Puzzle Seminar | MAY 2017 FAMAGUSTA, TRNC
- The 2nd International Conference on Banking and Finance Perspectives | APRIL 2017 FAMAGUSTA, TRNC
- The 1st International Conference on Banking and Finance Perspectives | APRIL 2016 FAMAGUSTA, TRNC
- Islamic Banking Seminar Conference| MARCH 2014 FAMAGUSTA, TRNC
- Risk Analysis Seminar Conference| NOVEMBER 2013 FAMAGUSTA, TRNC
- Risk Analysis and Investment Appraisal Seminar | NOVEMBER 2013 FAMAGUSTA, TRNC
- Cost Managerial Accounting for Managers | MARCH 2012 UNRWA, PALESTINE
- Financial Statement Analysis Seminar | AUGUST 2011 UNRWA, PALESTINE
- Budgeting as A tool for Profit Projection (Excel) | JULY 2011 UNRWA, PALESTINE
- Computerized Accounting – El Aseel Program| JUNE 2011 UNRWA, PALESTINE
- Training of Trainers| MAY 2011 UNRWA, PALESTINE
- Writing Reports and Managing Profits | APRIL 2011 UNRWA, PALESTINE

RESEARCH & PUBLICATIONS

Article Name: Evaluating Profitability and Efficiency of Bank Performance in Palestine | JAN 2014

URI: <http://hdl.handle.net/11129/1429>

Article Name: Does the Financial Performance of Banks Change During The Global Financial Crisis? The Case of Palestine| OCTOBER 2019

URI: https://link.springer.com/chapter/10.1007/978-3-030-30387-7_12

Article Name: Spillover effects of financial development on renewable energy deployment and carbon neutrality: Does GCC institutional quality play a moderating role?| AUGUST 2023

URI: <https://doi.org/10.1007/s10668-023-03763-3>

WESAM HAMED

FINANCIAL CONSULTANT

TO WHOM IT MAY CONCERN,

I am writing to express my keen interest in joining your esteemed organization. With a strong academic background, including a PhD in Finance, and extensive professional experience in real estate, financial services, and education, I am confident in my ability to contribute effectively to your team.

Throughout my career, I have gained valuable expertise in finance, investment strategies, real estate markets, and business development. My tenure in the real estate sector, particularly in North Cyprus, has allowed me to develop strong analytical, negotiation, and client relationship management skills. Additionally, my experience in teaching finance, accounting, economics, and related subjects has strengthened my ability to communicate complex concepts effectively.

I am highly motivated, results-driven, and always eager to embrace new challenges. I believe that my diverse skill set, combined with my passion for professional growth, makes me a strong candidate for opportunities that align with my expertise. I welcome the opportunity to contribute my knowledge and experience to your organization and am open to discussing how I can be an asset to your team. Thank you for your time and consideration. I look forward to the possibility of working with you.

SINCERELY,



WESAM HAMED
