

WESAM HAMED, PhD

FINANCE & BUSINESS PROFESSIONAL | FINANCIAL ANALYST | INVESTMENT & REAL ESTATE ADVISOR | ASSISTANT PROFESSOR

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PROFESSIONAL SUMMARY

Finance and business professional with a PhD in Finance, Master's in Banking & Finance, Master's in Business Process Management and Bachelor's in Accounting, combining academic expertise with more than 13 years of experience across financial management, investment advisory, real estate, sales leadership, business development, international programs, teaching, research, and strategic consulting. Experienced in financial analysis, budgeting, forecasting, investment evaluation, market research, client advisory, performance monitoring, revenue growth, negotiation, and cross-functional stakeholder management. Led international real estate sales totaling £43.7M, helped establish five franchise offices across Bulgaria, Romania, and Hungary, and managed an annual sales budget of USD 13M with 45% sales growth within six months. Strong capability in AI-assisted research, data analysis, content development, workflow automation, digital productivity, and remote collaboration. Open to opportunities in financial analysis, corporate finance, investment, banking, business analysis, consulting, real estate, business development, and post-secondary education, including remote and hybrid roles.

TARGET ROLES

- Financial Analyst / Investment Analyst
- Corporate Finance / FP&A / Financial Planning & Analysis
- Business Analyst / Strategy Analyst / Management Consultant
- Investment & Real Estate Analyst / Advisor
- Financial Consultant / Banking & Financial Services
- Business Development / Sales Strategy / Account Management
- Assistant Professor / Lecturer – Finance, Economics & Business
- Researcher / Research Analyst / Academic Program Coordinator
- Remote / Hybrid Finance, Business, Research & Education Roles

CORE COMPETENCIES

Financial Analysis & Modelling	Investment Analysis & Valuation
Corporate Finance	FP&A & Forecasting
Budgeting & Financial Reporting	Financial Statement Analysis
Risk Analysis & Management	Market & Economic Research
Business Analysis & Strategic Planning	Investment Advisory
Real Estate Finance & Investment	Revenue Growth & Sales Strategy
Business Development & Key Accounts	Negotiation & Contract Management
Performance Measurement & KPI Reporting	Client Relationship Management
Cross-functional Stakeholder Management	Project Coordination
Research & Academic Writing	Teaching, Training & Mentoring
Data Analysis & Evidence-Based Decision Making	Digital Transformation & AI-Assisted Workflows
Remote Collaboration & Virtual Communication	Process Improvement & Workflow Automation
Presentation & Report Writing	

PROFESSIONAL EXPERIENCE

BOARD OF DIRECTORS STRATEGY CONSULTANT | PRIVILEGE PROPERTIES | Sep 2024 – Sep 2025

- Advised senior leadership and the board on real estate investment strategy, growth planning, market intelligence, portfolio opportunities, and strategic priorities.
- Conducted market and competitor analysis to identify investment opportunities, emerging trends, client segments, and potential expansion markets.
- Supported governance alignment by translating strategic objectives into measurable initiatives, performance indicators, action plans, and management reporting.
- Evaluated business cases, investment proposals, commercial opportunities, and strategic initiatives using financial and qualitative criteria.
- Contributed to risk assessment, scenario analysis, partnership evaluation, and recommendations for sustainable business growth.
- Collaborated with management, sales, marketing, and external stakeholders to strengthen market positioning and business development.

- Used AI-assisted research, information synthesis, reporting, and content-development workflows to accelerate analysis and improve decision support.

FREELANCE FINANCE, BUSINESS & REAL ESTATE CONSULTANT | Sep 2024 – Present

- Provide independent consulting support across finance, investment, real estate, business development, market research, and strategic planning.
- Analyze financial and commercial information to support investment decisions, pricing strategy, opportunity assessment, and client recommendations.
- Prepare research-based reports, presentations, business analyses, market assessments, and executive-ready written materials.
- Support clients with customer analysis, business positioning, sales strategy, negotiation preparation, and revenue-growth initiatives.
- Apply AI-enabled tools to accelerate research, draft and refine reports, structure information, generate business content, automate repetitive workflows, and improve productivity.
- Operate effectively in remote and hybrid environments through structured communication, digital documentation, asynchronous task management, and deadline-driven delivery.
- Maintain confidentiality, professional judgment, analytical rigor, and client-focused communication across multiple projects and stakeholders.

SALES DIRECTOR, FINANCIAL CONSULTANT & INVESTMENT ADVISOR | DÖVEÇ CONSTRUCTION GROUP OF COMPANIES | Aug 2016 – May 2023

- Led international real estate sales and investment advisory activities across Scandinavian, Middle Eastern, UK, and other international client markets.
- Generated and managed international sales totaling £43.7M through consultative selling, investment advisory, relationship management, negotiation, and pipeline development.
- Supported the establishment of five franchise offices in Bulgaria, Romania, and Hungary, contributing to international market expansion and operating readiness.
- Advised investors and property buyers on market conditions, investment objectives, property selection, expected returns, financing considerations, risk factors, and transaction processes.
- Managed sales pipelines, lead qualification, client segmentation, conversion activities, account follow-up, and performance monitoring.
- Prepared investment proposals, financial comparisons, market analyses, presentations, sales forecasts, and management reports.
- Assessed investment opportunities using market research, financial analysis, scenario evaluation, and risk-return considerations.
- Acted as company representative and trainer for new real estate branches, supporting onboarding, sales processes, product knowledge, customer engagement, and performance standards.
- Collaborated with marketing teams on positioning, promotional campaigns, market-entry initiatives, and brand development, contributing to 13 national and international awards.
- Supported budgeting, performance monitoring, funding considerations, capital-structure discussions, and investment decision-making at group level.
- Negotiated with high-value clients, developers, partners, and other stakeholders while maintaining long-term commercial relationships.
- Used digital and AI-enabled tools for market research, content development, customer communication, presentation preparation, and productivity improvement.

ASSISTANT PROFESSOR – FINANCE & ECONOMICS | EASTERN MEDITERRANEAN UNIVERSITY | 2014 – 2016

- Taught undergraduate-level courses in Finance, and Economics, translating complex quantitative and financial concepts into accessible learning materials.
- Designed and delivered lectures, tutorials, classroom activities, case discussions, assessments, and examination materials aligned with course learning objectives.
- Applied analytical, quantitative, and evidence-based teaching methods to strengthen students' financial reasoning, problem-solving, and decision-making capabilities.
- Evaluated student performance through assignments, examinations, presentations, projects, and participation; provided constructive academic feedback and mentoring.
- Integrated practical examples from banking, investment, financial markets, economics, and business into teaching to connect theory with real-world applications.
- Supported students with research methods, academic writing, data interpretation, statistical reasoning, and preparation for professional finance and business careers.
- Conducted academic research and contributed to research-oriented seminars, conferences, publications, and knowledge-sharing activities.
- Prepared teaching materials, course documentation, reports, presentations, and academic records using digital productivity tools.

- Provided student advising and academic support while collaborating with colleagues on teaching, programs, events, and international university activities.

INTERNATIONAL OFFICE COORDINATOR | EASTERN MEDITERRANEAN UNIVERSITY | Jun 2013 – Aug 2016

- Coordinated international student programs, orientation activities, summer school operations, internship programs, exchange programs, and multicultural events.
- Managed program schedules, participant communications, documentation, logistics, stakeholder coordination, and event execution across multiple academic cycles.
- Served as coordinator for International Summer School programs in 2013–2016 and supported orientation programs for new students.
- Directed EMU International Night in 2014 and 2015 and contributed to programming and production.
- Coordinated internship and exchange-program activities, liaising with students, academic units, external stakeholders, and university administration.
- Prepared reports, communications, schedules, presentations, and operational documentation while managing multiple deadlines and stakeholder priorities.
- Strengthened cross-cultural communication, service delivery, project coordination, problem solving, and stakeholder engagement in a diverse international environment.

COURSES TRAINER | GLOBAL VILLAGE LANGUAGES CENTRE | Jul 2015 – Jun 2017

- Delivered English-language training designed to prepare students for English Proficiency and Placement Tests.
- Planned lessons, developed learning materials, assessed learner progress, and provided individualized feedback.
- Adapted instruction to different learning levels and supported students in communication, comprehension, writing, and examination strategies.
- Maintained accurate learner records and communicated progress and development areas effectively.

FINANCIAL MANAGER | PADICO HOLDINGS | Jun 2011 – Aug 2012

- Managed an annual sales budget of approximately USD 13M and supported financial and commercial planning activities.
- Achieved 45% sales growth within six months through market-penetration initiatives, account development, commercial planning, and performance monitoring.
- Identified and established key accounts to create additional revenue streams and strengthen long-term customer relationships.
- Monitored deal progress, contractual obligations, delivery commitments, and management reporting to support effective commercial execution.
- Developed and executed strategies to increase market share in Palestine, using pricing, promotional, market, and customer information to identify opportunities.
- Supported financial analysis, budgeting, profitability evaluation, reporting, record maintenance, and management decision-making.
- Prepared lending agreements, supported financial-service promotion, evaluated customer financial requirements, and contributed to loan and mortgage-related assessments.
- Recruited, trained, and supervised junior staff while maintaining quality, accountability, and deadline-focused delivery.

EDUCATION

PhD in Finance — 2024 | Eastern Mediterranean University – Cyprus

Master's in Business Process Management — 2025 | Vilnius University – Lithuania

Master's in Banking & Finance — 2014 | Eastern Mediterranean University – Cyprus

Bachelor's in Accounting — 2012 | Al-Azhar University of Gaza – Palestine

RESEARCH & PUBLICATIONS

- Spillover effects of financial development on renewable energy deployment and carbon neutrality: Does GCC institutional quality play a moderating role? (2023). (URI: <https://doi.org/10.1007/s10668-023-03763-3>)
- Does the Financial Performance of Banks Change During the Global Financial Crisis? The Case of Palestine (2019). (URI: https://link.springer.com/chapter/10.1007/978-3-030-30387-7_12)
- Evaluating Profitability and Efficiency of Bank Performance in Palestine (2014). (URI: <http://hdl.handle.net/11129/1429>)

AI, DIGITAL & REMOTE WORK CAPABILITIES

Experienced in applying generative AI and digital tools as productivity accelerators rather than substitutes for professional judgment. Capabilities include AI-assisted research, information extraction and synthesis, report drafting and refinement, content development, data structuring, workflow automation, presentation creation, client communication support, and process optimization.

- AI Tools & Platforms: ChatGPT; Microsoft Copilot; Midjourney; Notion AI; HeyGen AI; Captions AI; Lovable AI; Hyros AI; Zina AI; n8n AI; OpenAI Agent Builder; Gamma AI

- Microsoft Excel (including advanced spreadsheet-based analysis and reporting)
- AI-assisted research and content generation
- AI workflow automation and prompt-based productivity
- Data structuring and information synthesis
- Digital report writing and executive presentations
- Remote collaboration and asynchronous communication
- Virtual client communication and stakeholder management
- CRM / pipeline-oriented sales management
- Financial and business research
- Quantitative and qualitative analysis

LANGUAGES

- Arabic – Native
- English – Fluent
- Turkish – Advanced
- Russian – Intermediate

PROFESSIONAL DEVELOPMENT

- Digital Body Language – LinkedIn Learning (Online), 2020
- Sales: Closing Strategies – LinkedIn Learning (Online), 2020
- Sales Negotiation – LinkedIn Learning (Online), 2020
- Soft Skills for Sales Professionals – LinkedIn Learning (Online), 2020
- Time Management: Working from Home – LinkedIn Learning (Online), 2020
- Banking and Finance Perspectives – International Conferences, 2016–2023
- Finance Day – Eastern Mediterranean University, 2018
- Gold or Real Estate: Which One is Better Investment? – 2018
- Research Puzzle Seminar – 2017
- Islamic Banking Seminar Conference – 2014
- Risk Analysis / Investment Appraisal Seminars – 2013
- Financial Statement Analysis; Budgeting & Profit Projection (Excel); Computerized Accounting; Training of Trainers; Report Writing & Profit Management – UNRWA, 2011–2012

PROFESSIONAL MEMBERSHIPS & RECOGNITION

- Licensed Real Estate Agent
- Certified Real Estate Negotiator
- Top Sales Agent Award (2022)
- Palestinian Accountants Association

CANADIAN CAREER FOCUS

Targeting opportunities across Canada in financial analysis, investment and corporate finance, FP&A, banking and financial services, business analysis, strategy and consulting, real estate investment/advisory, business development, research, and post-secondary education. Open to remote, hybrid, and on-site roles and prepared to work across distributed teams, multicultural environments, and deadline-driven projects.

ATS KEYWORD BANK

Financial Analysis; Investment Analysis; Financial Modelling; Corporate Finance; FP&A; Budgeting; Forecasting; Financial Reporting; Financial Statements; Variance Analysis; KPI Analysis; Performance Management; Risk Management; Investment Appraisal; Valuation; Market Research; Economic Analysis; Business Analysis; Strategic Planning; Business Development; Revenue Growth; Sales Strategy; Account Management; Client Relationship Management; Stakeholder Management; Negotiation; Contract Management; Real Estate Investment; Real Estate Finance; Portfolio Analysis; Research; Data Analysis; Quantitative Analysis; Econometrics; Statistics; Financial Economics; Academic Teaching; Curriculum Development; Assessment; Student Mentoring; Academic Research; Report Writing; Presentation Skills; Digital Literacy; AI-Assisted Research; Generative AI; Workflow Automation; Process Improvement; Remote Collaboration; Virtual Communication; Cross-Functional Collaboration; Problem Solving; Critical Thinking; Analytical Thinking; Attention to Detail; Adaptability; Leadership; Project Coordination; Time Management; Microsoft Excel; Digital Productivity.