

Aya Adel Elshorafa

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Professional Summary

Economics graduate with a 3.98 CGPA and High Honors, ranked among the top graduates in class. Experienced in business development, banking operations, and financial analysis. Currently serving as a Business Development Intern at Beacon FinTrain, supporting client engagement, lead generation, and professional certification solutions. Strong analytical, communication, and relationship-management skills.

Education

Bachelor of Economics, Minor in Public Administration

Future University in Egypt – Faculty of Economics and Political Science

CGPA: 3.98 | High Honors

Senior Thesis: The Impact of Climate Stressors on Economic Vulnerability and How It Leads to Risk of Conflict in the Arab Region (2009–2022)

Professional Experience

Business Development Intern | Beacon FinTrain (Apr 2026 – Present)

- Engage with finance professionals and corporate clients to promote professional certifications and training solutions.
- Conduct outbound outreach and follow-up activities to identify client training needs and business opportunities.
- Recommend suitable certifications including CTP, FPAC, FMVA, CMA, and IFRS.
- Build and maintain relationships with prospective clients throughout the sales process.
- Support lead-generation initiatives and business development activities.

Bank Intern | Bank Al Mashreq (Aug 2023 – Sep 2023)

- Gained exposure to customer service operations, daily banking transactions, and front-office workflows.
- Reviewed documentation and learned compliance-related banking procedures.

Training & Certifications

Investment & Technical Analysis Course (Aug 2022 – Sep 2022)

Completed training covering financial markets, investment tools, technical analysis, chart reading, trend identification, and risk assessment.

Introduction to Human Resources Management Webinar | HR Capsules (2026)

- Participated in a professional webinar focused on the fundamentals of Human Resources Management.
- Gained knowledge of key HR functions, including recruitment and selection, employee relations, talent management, and workforce development.
- Developed an understanding of HR best practices and their role in supporting organizational performance.

Skills

Financial Analysis • Business Development • Lead Generation • Client Relationship Management • Communication • Teamwork • Problem Solving • Time Management

Microsoft Excel • Microsoft Word • PowerPoint • EViews • Financial Markets & Technical Analysis

Languages

Arabic (Native) | English (Fluent)