

# HAMZA FAYZ FATHY

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Dynamics 365 Finance & Operations Technical Lead |  
ERP Automation, BI & Cost Control

End-to-end governance: WBS/BOQ budgets,  
procurement totals, workforce cost signals, and  
proactive alerts.

## PROFESSIONAL PROFILE

Technical Lead with 10+ years across Microsoft Dynamics AX 2012 and Dynamics 365 Finance & Operations (D365 F&O). Combines ERP functional depth (Projects, Procurement, Inventory, Finance controls) with hands-on infrastructure and automation (SQL Server, SSRS, AOS/IIS, Python, OData, Power BI). Builds management systems that convert fragmented operational data into decision-grade signals: WBS/BOQ budget governance, procurement/tax analytics, workforce cost visibility, exception reporting, and role-based notifications.

## WHAT I DELIVER

- Budget governance by WBS/BOQ: structure, baselines, revisions/variations, approvals, and actual vs budget control.
- Procurement analytics that reflect real totals (charges/discounts at header vs line) and tax base logic, with auditability.
- Automated cost-control reporting: consolidate commitments, expenses, and item transactions into structured Excel packs.
- Workforce cost visibility: unify salary + allowances + Iqama/visa + medical insurance into Total Cost of Employment (TCE) signals.
- Operational alerting: role-based notifications (PR, Procurement, Warehouse, PM, Budget/Finance/HR) for stuck transactions and risks.
- ERP reliability & readiness: environment setup, performance tuning, backup/restore, and incident response under pressure.

## CORE COMPETENCIES

- D365 F&O / AX 2012: Project Management & Accounting, Procurement & Sourcing, Inventory/Warehouse, workflows/approvals
- Cost control: WBS/BOQ hierarchy, commitments vs actuals, budget revisions, forecast signals, audit trails
- HR & workforce analytics: employee lifecycle data model, contract/assignment tracking, TCE (Total Cost of Employment) analytics
- Data & BI: Power BI (DAX, Power Query), semantic modeling, reconciliation/audit reporting, KPI dashboards
- Automation: Python (Pandas, openpyxl, pywin32/Outlook), OData/Entities, ETL pipelines, report dispatch/notifications
- Platforms: SQL Server, SSRS, AOS/IIS admin, Windows Server, virtualization (VMware/Hyper-V), HA/failover patterns
- Recruitment data ops: CV intake/archiving, structured hiring data capture, and analytics for clean HR cycle reporting
- Research automation: fast sourcing of job descriptions/specifications using compliant web data collection (respecting site rules/ToS)

## PROFESSIONAL EXPERIENCE

**Mid Arabia Contracting | Saudi Arabia** *Dec 2024 - Present*  
**Technical Lead - ERP & Business Intelligence (D365 F&O)**

- Led transition from Excel-based tracking to standardized D365 F&O operations across HQ and multiple project sites (e.g., KAFD, SEC sites, Aramco Stadium).
- Redesigned WBS to improve traceability of budgets and costs to activities, enabling real-time actual vs budget visibility.
- Built Power BI models fed by D365 OData + Python pipelines to monitor project costs, inventory movements, vendor payments, and procurement cycle times.
- Designed automated follow-up and notification concepts to reduce manual chasing and shorten cycle times across approvals and procurement.
- Proposed HR workforce dashboard concept that consolidates employee lifecycle signals (contracts, remaining duration, insurance status, project assignment) and cost drivers into one screen to support hiring/assignment decisions.
- Produced stakeholder-ready reporting packs and user manuals; delivered structured training for Procurement, Warehouse, Finance, and cross-functional users.

**Concord for Engineering | Cairo, Egypt** *May 2014 - Oct 2024*

**Dynamics 365 Developer & System Administrator (AX 2012 -> D365)**

- Supported full ERP lifecycle: AX 2012 implementation/support, migration readiness, cutover support, and stabilization to D365.
- Owned system administration and performance: AOS services, IIS/SSRS, SQL tuning, job monitoring, and operational reliability routines.
- Implemented high-availability concepts: AOS clustering, report server clustering, and database failover (AlwaysOn/cluster patterns).
- Built backup scheduling and restore playbooks; executed rapid restoration after critical incidents to return users to operation with minimal downtime.
- Converted business requirements into workflows and technical specifications; authored user manuals and technical documentation to reduce recurring support load.

**ADDITIONAL EXPERIENCE**

- App operations & support (UPS / logistics-tech context): system administration for restaurants/branches, menu/content setup, POS-related issue resolution, and operational troubleshooting.
- WE (Telecom Egypt) - Technical Support: frontline troubleshooting for hardware/software and customer-impact incidents.
- Early career in FMCG/retail (Juhayna, Carrefour): sales + section operations roles that built execution discipline and stakeholder handling.

**SELECTED PROJECTS & SYSTEMS**

- WBS-based cost control automation: Python engine to consolidate committed/expense/item transactions and generate structured Excel reports with hierarchy views; automated email distribution with role-specific summaries.
- Procurement totals & tax analytics: modeling of header vs line discounts/charges and tax base allocation to support accurate PO/Invoice analytics and audits.
- Workforce lifecycle dashboard (concept + prototype mindset): unify employee requests (transfer/sponsorship/project move), contract data, remaining duration, insurance status, and assignment history into a single management view.
- Government platform integration concept (KSA): align internal HR data with external compliance signals (e.g., Muqem/Qiwa) and medical insurance status to reduce surprises and speed decision-making.
- Total Cost of Employment (TCE) analytics: estimate the full annual cost of a role (salary + allowances + residency/visa + insurance + benefits) before hiring or reassignment decisions.
- Recruitment data cycle: CV intake/archiving workflow for clean hiring analytics and strong structured answers to HR management questions.
- AI-ready alerting concept: rules + anomaly checks to flag budget overruns, stuck approvals, and unusual price/tax patterns for timely action.
- Environment build & hardening: VM-based AX deployments, SQL/SSRS setup, AOS/IIS configuration, and operational monitoring routines.

## **TECHNOLOGY STACK**

D365 F&O, Dynamics AX 2012, X++, SQL Server, SSRS, IIS/AOS, Power BI, DAX, Power Query, OData/Data Entities, Python (Pandas, openpyxl, pywin32/Outlook), Excel/Outlook automation, Windows Server, virtualization (VMware/Hyper-V), backup/restore, HA/failover patterns, web/app prototyping mindset, dashboards & data-model design.

## **TRAINING & CERTIFICATIONS**

- Microsoft Dynamics 365 Applications Developer - course completion
- Data Science & Machine Learning - course completion
- Algorithms, Data Structures, and OOP Concepts - professional training
- Computer Science foundations - professional training

## **LANGUAGES & COMMUNITY**

- Arabic: Native | English: Professional working proficiency
- Volunteer work supporting Deaf/Hard-of-Hearing community; experience in sign-language translation
- Creative collaboration: produced a music track with Black Theama; strong communication/storytelling skills

*References and detailed project portfolio available upon request.*