



CONTACT

essam12wael@gmail.com

+971 50 321 1688

Dubai, United Arab Emirates

DETAILS

Nationality · Egyptian

In the UAE since · 2023

Driving licence · UAE, light vehicle

LANGUAGES

Arabic Native

English Professional

EDUCATION

Bachelor of Commerce

Mansoura University, Egypt
English Department · 2022

Business administration,
accounting and economics,
with business English and
professional communication.

FINANCE

Bookkeeping & general ledger

AP / AR & reconciliations

Monthly closing & reporting

Budgeting, forecasting, cost
analysis

UAE VAT & tax preparation

Audit support

Issam Wael

Clinic Manager & Accountant, Alkubaisy Aesthetics Clinic, Dubai
Founder of **Darbcare**, a management platform for aesthetic clinics

PROFILE

I run an aesthetic clinic end to end: the money, the team, the patient experience and the sales, and I built the software that runs it.

Three years in Dubai clinics, the last two as the one person accountable for Alkubaisy Aesthetics Clinic's operations: accounts and VAT, revenue and doctor targets, front desk and nursing workflow, suppliers, compliance and the owner's monthly numbers. I work shoulder to shoulder with the doctors and reception to turn consultations into treatments and first visits into returning patients. Along the way I designed and shipped Darbcare, the platform the clinic now runs on every day, so I understand a clinic from the ledger to the treatment room.

HOW I RUN A CLINIC

Grow revenue with the medical team

Targets per doctor, conversion of consultations into treatment plans, packages and session bundles, retouch and follow-up calls, and lead-source tracking so marketing spend goes where it converts.

Numbers the owner can act on

Daily income and collections, monthly closing, doctor commissions, cost control, VAT filing and a live dashboard.

Compliance without friction

Consent forms per procedure, yearly general consent, safety flags on the patient file, audit trail on every change, readiness for DHA and tax inspections.

A patient day that runs on time

Booking, confirmation, arrival, pre-check, doctor, treatment and close-out as one measured flow: lateness, no-shows and waiting time are tracked, not guessed.

A team that knows its job

Hiring, training and clear roles for reception, nursing and admin; written procedures; reviews tied to the clinic's targets.

Suppliers, stock and cost

Negotiated supplier terms, consumables and injectables stock with expiry control, purchase decisions tied to what the clinic actually sells.

EXPERIENCE

Nov 2024
to present

Accountant & Clinic Manager

Alkubaisy Aesthetics Clinic · Dubai

- Manage the clinic from A to Z on behalf of the owner: finance, operations, team, suppliers and compliance.
- Drive sales with the doctors and reception: monthly targets per provider, consultation conversion, packages, follow-up and retouch recalls.
- Own the accounting end to end: bookkeeping, payables and receivables, ledger and bank reconciliations, VAT returns.
- Prepare and present monthly financial statements and performance reports to the clinic's leadership.
- Run the revenue cycle: patient billing, collections and dues, prepaid packages and doctor commissions.
- Build and monitor budgets, forecasts and cost controls; track KPIs and recommend operational changes.
- Supervise front-desk and administrative staff: scheduling, training and performance reviews.
- Replaced spreadsheets and a legacy system with Darbcare, and train and support the team on it daily.

CLINIC MANAGEMENT & SALES

- Full clinic management, A to Z
- Sales targets & consultation conversion
- Team hiring, training & reviews
- Scheduling & patient flow
- Supplier negotiation & stock
- DHA, consent & VAT compliance

SYSTEMS & PRODUCT

- Darbcare (founder)
- Clinic software design & rollout
- QuickBooks
- Zoho Books
- ERP systems
- Excel & data analysis

PORTFOLIO

- Full portfolio and product details:
- issam.darb.care

EXPERIENCE, CONTINUED

Jun 2023
to Nov 2024

Accountant

Clinica Shyma Poly Clinic · Dubai

- Prepared and analysed monthly financial statements to accounting standards.
- Maintained the general ledger, posted journal entries and reconciled accounts and banks.
- Managed accounts payable and receivable, vendor invoices, payment schedules and aging reports.
- Supported budgeting and forecasting with variance analysis for management.
- Prepared tax schedules and filings, and audit documentation for external auditors.

PRODUCT

Darbcare

FOUNDER & PRODUCT OWNER · LIVE IN PRODUCTION

A single system for an aesthetic clinic's whole day: reception, nursing, doctors, finance and management work from the same records, and the owner sees the clinic's numbers without waiting for month end. Built for the UAE (VAT, Dubai working hours, Arabic and English), hosted in the UAE, and in daily use at Alkubaisy Aesthetics Clinic since 2026.

Bookings & arrivals

Appointments, walk-ins, an arrival card that settles money, consent and file gaps before the patient goes in.

Invoicing & payments

Invoices, receipts, prepaid packages and session credits, collections and dues, printed with the clinic's own branding.

Audit & access

Every change logged with who and when, role-based permissions, single sessions, full history on each invoice and patient file.

Patient journey

Pre-check, doctor, treatment and close-out with requirements that change by service: consent per procedure, vitals, anaesthesia, retouch windows.

Finance & reports

Income, expenses, doctor commissions, targets and VAT-ready reporting, with the owner's dashboard reading live from the same data.

Multi-clinic console

Register clinics, switch modules on and off, set permission policies, and onboard a clinic's history from one Excel template with a safe undo.

Next.js

React

TypeScript

PostgreSQL

Supabase

Azure UAE North

Docker

Product

Defined every workflow and screen from the desk, the nurse station and the accounts office, then tested them on real clinic days.

Build

Data model, permissions and reporting logic designed by me; shipped in short releases with my own deployment and rollback process.

Rollout

Migrated the clinic from spreadsheets and a legacy system, trained the team, and now run it as the clinic's system of record.

References are available on request.