

Holds a B. Sc. in Electronics & Telecommunication and MBA. Has about 22 years of diverse ICT experience spanning over various domains, Mobile, Fixed, Networks and OSP. Strong ability to manage E2E complex and large-scale projects in various countries (Middle East & Africa) with strong customer focus in highly efficient way backed by vast experience in technology, vendor & budget management, business case management, in addition to experience in senior stakeholders' engagement and relationship management.

PERSONAL DATA

Nationality : Egyptian
Birth Date : 28/01/1979
Gender : Male
Residence : Giza, Cairo

EDUCATION

: B. Sc. in Electronics & Telecommunication, Cairo University, 2001
: Preparatory Year of Master Degree in Electronics & Telecommunication, Cairo University, 2004
: Master of Business Administration, Arab Academy for Science, Technology & Maritime Transport, 2020

LANGUAGES

Arabic : Native Language
English : Very Good

COMPUTER SKILLS

: Windows, MS Office, Internet

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jan. 2021 till now
Employer : DIGITIZE for Technologies and Investment
Job title : Operation Director
Job Description :

- Liaising with superior to make decisions for operational activities and set strategic goals.
- Planning and monitoring the day-to-day running of business to ensure smooth progress.
- Evaluate regularly the efficiency of business procedures according to organizational objectives and apply improvements.
- Oversee customer support processes and organize them to enhance

customer satisfaction.

- Review financial information and adjust operational budgets to promote profitability.
- Revise and/or formulate policies and promote their implementation.
- Manage relationships/agreements with external partners/vendors.
- Evaluate overall performance by gathering, analyzing and interpreting data and metrics.
- Ensure that the company runs with legality and conformity to established regulations.
- Ensuring all operations are carried on in an appropriate, cost-effective way.
- Improving operational management systems, processes and best practices.

Dates : From Jun. 2008 till Sep. 2019
Employer : Huawei Technologies
Job title : Project Director
Job Description :

- E2E project implementation from early involving till closure Execution and controlling all activities within the agreed project plan Scope control and change management according to signed contract Deliver the project according to Huawei quality standard.
- Managing, establishing EHS and quality assurance procedures.
- Establish efficient communication channels between project team, support sections, other disciplines and departments, and between project team and customer.
- Establish efficient reporting and escalation mechanisms to both Customer and Huawei top management.
- Manage customer relationship, building confidence and trust with all stockholders.
- Ensure all project risks, critical project tasks and blocking issues are handling on time thorough analysis and taking proper and corrective actions.
- Understand basic revenue models, P/L, and cost-to-completion projections and makes decisions accordingly.

Dates : From Jan. 2005 till May 2008
Employer : Huawei Technologies
Job title : Wireless BSS Technical Director
Job Description :

- Support wireless project deployment in North Africa Region 2nd Line.
- Technical support for Huawei wireless product.
- Technical review for critical action such as upgrade, cutover.
- Managing wireless resource pool in north Africa region and allocate them for projects Trainer for Huawei wireless products.
- Monitor and ensure wireless network BSS KPI in North Africa.

Dates : From Apr. 2002 till Dec. 2004
Employer : Egyptian Space Communication
Job title : VSAT Engineer

Job Description : • Planning, design, installation and configuration for SAT network.
• Integrate SAT station with customer network.

Dates : From Oct. 2001 till Mar. 2002

Employer : Mobiserve

Job title : Field Maintenance Engineer

Job Description : Maintenance for Orange mobile network in Cairo region.

Projects:

- West Africa Digital Transformation Director (08/2018 - 09/2019): Responsible to apply Huawei new remote project delivery model and Digital Delivery Transformation in West Africa countries.
- Benin Telecom National Broadband Project (Benin) (02/2017 - 07/2018):
 - 220 Km of Metro network in main cities in Benin.
 - Deploy 400 km of FTTX network in main cities.
- Sudan MTN LTE 2G/3G Swap Project (Sudan) (02/2016 - 12/2017):
 - Swap 850 2G/3G sites in Great Khartoum from ZTE and Ericsson to Huawei and build 425 LTE new sites using IP RAN technology in 3 months Deploy 12 new.
 - RNC/BSC and 2 U2000/PRS.
 - Deploy new IP RAN network (28 CX routers and 66 AT'N routers).
- Orange Mali 2G/3G Swap Project (Mali) (07/2015 - 01/2016):
 - Swap 300 2G/3G sites in regions outside the capital including war area to Huawei equipment Deploy 150 new MW links in the regions.
 - Deploy 50 new ON equipment to support transmission network.
- Orange Egypt SRAN Swap Project (Egypt) (09/2011 - 05/2015):
 - Swap 2400 2G/3G sites in the Cairo, north coast and Red Sea are from Nokia and Alcatel to Huawei Deploy 800 new 2G sites & 40 BSC.
 - Expansion for 1800 existing 3G sites.
- Etisalat Egypt ISP Project (Egypt) (05/2010 - 08/2011):
 - Install 400 DSLAM sites to Etisalat Egypt.
 - Migrate 92500 ADSL / GSDSL ports from Etisalat old ATM network to new IP network within 3 months.
- Military of Defense CDMA Project (Egypt) (05/2008 - 04/2010): Deliver private mobile network to Egyptian Armed Forces.

Skills:

- Project Management.
- Risk Management.
- Budget Estimation.
- Budget and Cost Control.
- Resource Management.
- Leadership.
- Vendor Relations.
- Quality and Compliance.
- Problem solving.
- Transmission and Access.
- System Integration.

- Wireless Network Swap.
- OSP & FTTX.
- New Site Construction.
- 2G / 3G / 4G.