# Ahmet Doğan – Executive Profile & Personal Brand Package

## 1. ATS-Compliant CV (English)

(**Format:** Optimized for online applications – plain layout, keyword-rich, .docx for editing and .pdf for submission.)

**Ahmet Doğan** – ICT Executive & Digital Transformation Leader  
Riyadh, Saudi Arabia | +966-500-666-084 | ahmet.dogan@doganhub.com | LinkedIn: linkedin.com/in/ahmed-elgazzar-ict

**Professional Summary**  
Visionary ICT leader with 20+ years of experience driving large-scale digital transformation and infrastructure projects across the Middle East (Saudi Arabia, Kuwait, Turkey, Egypt). Proven track record of turning around underperforming operations and accelerating growth – delivered up to 5× profit increase and $125M+ in new contracts within a year. Combines deep technical expertise with strategic business acumen: led nationwide sales and P&L management, executed smart city and cloud initiatives aligned with Vision 2030 goals.

One of the most highly certified ICT executives globally (MBA, PgMP, PMP, CISM, and others), offering a rare blend of credentials and on-the-ground leadership. Holds Saudi Premium Residency, enabling hassle-free hiring and engagement across KSA. Now seeking a CIO/CTO or digital transformation leadership role to drive innovation, growth, and organizational excellence.

**Key Achievements**

* Transformed Regional Business to #1: As Regional Manager at InfoTech (Abdullah Fouad Group), led a dramatic turnaround – secured SAR 125M in contracts in 2024 and boosted gross profit 4–5× YoY, elevating the Western Region from underperforming to #1 nationwide.
* Built a Successful ICT Division from Scratch: Founded Gulf Group’s ICT unit and grew it to a $18M/year business within 5 years. Built and managed a high-performing team of 130+, achieving ~30% annual growth and establishing market leadership in KSA and Kuwait.
* Delivered Mega Project (NEOM Smart City): Led the on-time delivery of a Tier III Data Center for NEOM Telco Park (SAR 21.9M). This flagship Vision 2030 project was certified by Uptime Institute and provides critical infrastructure for the region’s premier smart city initiative.
* Drove Market Expansion and Sales Excellence: As Sales Director (Abdullah Fouad InfoTech, 2025), currently steering nationwide ICT sales strategy with full P&L responsibility. Previously at Ingram Micro, maintained the #1 national market share in Oracle solutions (2021–2022) by expanding the channel partner network and increasing the sales pipeline by 25%.
* Strategic Partnerships & Compliance: Forged key partnerships with global tech leaders (e.g., Huawei, Oracle, Schneider) to enhance solution offerings. Ensured all projects and proposals meet Saudi government procurement standards and cybersecurity compliance (NCA), significantly improving win rates in public sector tenders.

**Areas of Expertise**

* Digital Transformation & Strategy: IT modernization, Smart Cities, IoT/Cloud Solutions, aligning tech initiatives with business goals (and Vision 2030).
* ICT Infrastructure: Data Center design (Tier III+), Telecom Networks, Cybersecurity & Risk Management, IT Service Management.
* Leadership & Management: P&L management, Program/Project Management (PgMP, PMP certified), PMO establishment, cross-functional team leadership and mentoring.
* Business Development: Sales Leadership, Key Account Management, Go-to-Market Strategy, Vendor & Stakeholder Management, Contract Negotiation.

**Professional Experience**

Abdullah Fouad Group – InfoTech Division, Saudi Arabia – Sales Director (Jan 2025 – Present): Leading nationwide ICT sales and operations across all regions, with full P&L accountability. Driving revenue optimization in government, telecom, and enterprise sectors. Overseeing key client engagements to ensure solutions meet client needs and national digital transformation objectives. Managing and coaching cross-functional teams to sustain post-turnaround growth momentum.

Regional Manager, Western Region (Jan 2023 – Dec 2024): Turnaround leader for an underperforming region. Achieved record results in 2024: SAR 125M in new contracts, SAR 110M in collections, making Western Region the top-performing unit in the company. Rebuilt the sales team and instilled a client-focused culture. Expanded market footprint to Riyadh, Mecca, Medina, Eastern Province, Tabuk, and Jazan, leveraging newly developed government-compliant proposal templates (Etimad platform, Ministry of Finance standards) to win major public-sector projects.

Ingram Micro KSA, Riyadh – Senior Product Manager, Oracle Solutions (Sep 2021 – Dec 2022): Managed the Oracle solutions portfolio nationwide. Developed and executed go-to-market strategies that kept Ingram Micro as Oracle’s #1 distributor in KSA. Drove partner enablement and co-marketing initiatives, expanding the reseller network and growing the sales pipeline by 25%. Contributed to double-digit sales growth for Oracle products by focusing on partner training and targeted demand generation.

Gulf Group Holding, Kuwait/Saudi – General Manager, ICT Division (Jan 2017 – Aug 2022): Launched and built a new ICT business unit from ground up. Defined vision, services portfolio, and market entry strategy for Kuwait and KSA. Grew annual revenue to ~$18M with 50+ projects in data centers, cybersecurity, and telecom. Hired and led a team of 130+, setting up a PMO and KPI-driven management to improve delivery times by 20% and boost client satisfaction. Implemented enterprise systems (SAP ERP) to streamline operations. Secured high-profile contracts, including telecom infrastructure for government defense and Tier III data centers for public sector clients, through strategic partnerships (Huawei, Oracle, Schneider Electric, Uptime Institute).

Earlier Career (2004 – 2016): Progressed through technical and managerial roles in telecommunications. Highlights include Project Manager positions at Contact Point Networks and Nokia Networks in Cairo, delivering nationwide fiber and mobile network expansions on time, and a consultancy role advising on telecom infrastructure at ACE Consulting. This period built a strong foundation in network engineering and large-scale project execution.

**Education & Certifications**

* Doctor of Business Administration (DBA) – Candidate, specialization in Cybersecurity (University of Northampton, UK, expected 2025).
* MBA – Master of Business Administration in Marketing (University of Leicester, UK, 2022).
* B.Eng., Electronics & Communications Engineering – Menoufia University, Egypt, 2004 (accredited by WES Canada).  
  **Professional Certifications:** PgMP, PMP, PMI-ACP (Project/Program Management); PRINCE2 Practitioner; CISA, CISM, CRISC (IT & Cybersecurity); ITIL 4 Foundation; RCDD, ATD (Data Center design). (Currently pursuing PfMP certification.)

**Affiliations & Languages**

* Member of PMI (Project Management Institute) and ISACA (Information Systems Audit and Control Association); Chartered Manager (CMgr MCMI) with the UK Chartered Management Institute; Licensed Consultant Engineer (Electronics & Communication) with Saudi Council of Engineers.
* Languages: Native Arabic; Fluent English; Basic Turkish.

**Availability**

Immediately available for senior leadership opportunities. Open to C-suite roles such as CIO, CTO, or Executive Director of Digital Transformation. Willing to relocate and travel as required to drive critical initiatives.

## 2. Elite CV for In-Person Handover (English)

(**Format:** Designed for human readers – visually appealing layout, to be delivered as polished .docx/.pdf.)

**Ahmet Doğan** – ICT Executive & Digital Transformation Leader  
Riyadh, Saudi Arabia | +966-500-666-084 | ahmet.dogan@doganhub.com | LinkedIn: linkedin.com/in/ahmed-elgazzar-ict

**Professional Summary**  
Visionary ICT leader with 20+ years of experience driving large-scale digital transformation and infrastructure projects across the Middle East. Proven track record of turning around underperforming operations and accelerating growth – delivered up to 5× profit increase and $125M+ in new contracts within a year, including flagship smart city initiatives aligned with Vision 2030.

One of the most highly certified ICT executives globally (MBA, PgMP, PMP, CISM, etc.), blending deep technical expertise with strategic business insight. Holds Saudi Premium Residency for easy engagement in KSA. Now seeking a CIO/CTO or digital transformation leadership role to drive innovation, growth, and organizational excellence.

**Key Achievements**

* **Transformed Regional Business to #1:** As Regional Manager at Abdullah Fouad InfoTech, led a dramatic turnaround – secured SAR 125M in new contracts in 2024 and boosted gross profit 5× YoY, making the Western Region the #1 unit nationwide.
* **Built a Successful ICT Division from Scratch:** Founded Gulf Group’s ICT unit and grew it to an $18M/year business within 5 years. Built and managed a high-performing team of 130+, achieving ~30% annual growth and market leadership in KSA & Kuwait.
* **Delivered NEOM Smart City Data Center:** Led the on-time delivery of a Tier III data center for NEOM (SAR 21.9M project), which was certified by Uptime Institute and provides critical infrastructure to the flagship Vision 2030 smart city.
* **Drove Nationwide Sales Growth:** Currently steering Abdullah Fouad’s ICT sales strategy (2025) with full P&L accountability, following a successful turnaround of the Western Region. Previously, as Ingram Micro’s Oracle Product Manager, expanded the channel network and grew the Oracle pipeline by 25%, keeping the firm #1 in KSA.
* **Strategic Partnerships & Compliance:** Forged partnerships with global tech leaders (Huawei, Oracle, Schneider Electric) to enrich solution offerings. Ensured proposals met Saudi government procurement and NCA cybersecurity standards, improving public-sector win rates significantly.

**Areas of Expertise**

* Digital Transformation Strategy – Smart Cities, IoT & Cloud Solutions, aligning IT initiatives with business goals (Vision 2030 alignment).
* ICT Infrastructure – Tier III data centers, telecom networks, cybersecurity architecture, IT service management best practices.
* Leadership & Execution – P&L management, large-scale Program/Project delivery (PgMP/PMP), PMO establishment, cross-functional team leadership.
* Business Development – Sales strategy, key account management, go-to-market planning, vendor/stakeholder management, contract negotiation.

**Professional Experience**

**Abdullah Fouad Group – InfoTech Division (Saudi Arabia)**  
*Sales Director (Jan 2025 – Present)*  
- Spearheading nationwide ICT sales and operations across all regions with full P&L accountability.  
- Driving revenue optimization in government, telecom, and enterprise sectors, achieving consistent growth.  
- Overseeing key client engagements to ensure solutions meet client needs and align with national digital transformation goals.  
- Mentoring and coaching cross-functional teams to sustain momentum after the regional turnaround success.

*Regional Manager, Western Region (Jan 2023 – Dec 2024)*  
- Turned around an underperforming region in one year, securing SAR 125M in new contracts and SAR 110M in collections in 2024, and elevating the Western Region to #1 nationwide in performance.  
- Rebuilt the regional sales team from the ground up, instilling a client-focused culture and discipline.  
- Expanded market coverage to Riyadh, Mecca, Medina, Eastern Province, Tabuk, Jazan, and more by leveraging government-compliant proposals (Etimad platform) to win major public-sector projects.

**Ingram Micro KSA (Riyadh)**  
*Senior Product Manager – Oracle Solutions (Sep 2021 – Dec 2022)*  
- Maintained Oracle’s #1 distributor status in KSA by expanding the channel partner network and growing the Oracle sales pipeline 25% through partner enablement and co-marketing initiatives.  
- Achieved double-digit growth in Oracle product sales by implementing targeted partner training programs and demand generation campaigns.

**Gulf Group Holding (Kuwait & Saudi Arabia)**  
*General Manager – ICT Division (Jan 2017 – Aug 2022)*  
- Built a new ICT business unit from scratch, defining its vision and market strategy for Kuwait and KSA, and growing it to ~$18M in annual revenue within 5 years (50+ projects delivered).  
- Recruited and led a team of 130+ professionals, establishing a PMO and KPI-driven management approach that improved project delivery times by 20% and increased client satisfaction (also implemented SAP ERP to streamline operations).  
- Secured high-profile contracts (e.g. telecom infrastructure for defense, Tier III data centers for government) by forging strategic partnerships with leading vendors like Huawei, Oracle, and Schneider Electric.

**Earlier Career (2004 – 2016)**  
- Held technical and project management roles at telecom companies (e.g. Nokia Networks, ACE Consulting), delivering nationwide fiber and mobile network expansions and advising on infrastructure projects. This formative period built a strong foundation in large-scale network engineering and project execution.

**Education**  
- Doctor of Business Administration (DBA) – *Candidate*, Cybersecurity focus (Univ. of Northampton, UK, expected 2025)  
- MBA – Master of Business Administration, Marketing (Univ. of Leicester, UK, 2022)  
- B.Eng. – Electronics & Communications Engineering (Menoufia University, Egypt, 2004; WES Canada accredited)

**Certifications**  
PgMP; PMP; PMI-ACP; PRINCE2 Practitioner; CISA; CISM; CRISC; ITIL 4 Foundation; RCDD; ATD (Accredited Tier Designer)

**Affiliations**  
- Member, Project Management Institute (PMI) and ISACA (Information Systems Audit and Control Association)  
- Chartered Manager (CMgr MCMI), UK Chartered Management Institute  
- Licensed Consultant Engineer (Electronics & Communication), Saudi Council of Engineers

**Languages**  
- Arabic (Native)  
- English (Fluent)  
- Turkish (Basic)

## 3. Short Biography (Turkish)

(**For press kit / board introductions:** ~150 words, formal third-person tone.)

Ahmet Doğan, Orta Doğu genelinde 20 yılı aşkın deneyime sahip, büyük ölçekli teknoloji projelerine liderlik yapan deneyimli bir bilgi ve iletişim teknolojileri (ICT) yöneticisi ve dijital dönüşüm lideridir. Halen Suudi Arabistan’da Abdullah Fouad Grubu’nun InfoTech biriminde Satış Direktörü olarak görev yapmaktadır. 2024 yılında sorumlu olduğu Batı Bölgesi’ni şirket genelinde birinciliğe yükseltti; bölgenin kârını beş katına çıkardı ve 125 milyon SAR’ı aşan tutarda yeni sözleşmeler kazanılmasını sağladı. Vizyon 2030 kapsamında NEOM akıllı şehir projesi için Tier III seviyesinde bir veri merkezi gibi stratejik girişimlere liderlik etmiştir. İşletme alanında yüksek lisans derecesine sahip olan ve iş idaresi alanında doktora eğitimine devam eden Doğan, PgMP, PMP, CISM gibi alanının önde gelen sertifikalarına sahiptir. Teknik uzmanlığı ile iş vizyonunu birleştiren bu benzersiz yetkinlikleri, onu bilişim sektöründe dijital dönüşüm ve stratejik iş ortaklıkları denince akla gelen güvenilir bir lider haline getirmektedir.

## 4. LinkedIn Profile Updates (English)

(Optimized for recruiter searches and clarity – headline, summary, experience highlights, skills.)

**LinkedIn Headline:** Digital Transformation & ICT Executive | CIO/CTO Leadership | Smart City & Cloud Strategist | PgMP, CISM Certified

**Summary (About):**  
I am a seasoned ICT executive and digital transformation leader with over 20 years of experience delivering high-impact technology solutions across the Middle East. I have a track record of turning around underperforming operations and driving exponential growth – including leading a regional business to 5× profit growth and spearheading a Tier III smart city data center project aligned with Saudi Vision 2030.

I hold an MBA and am completing a Doctorate (DBA) in Cybersecurity. My portfolio of certifications (PgMP, PMP, CISM, and more) places me among the top 0.001% of ICT professionals worldwide. I combine deep technical expertise with strategic business acumen, bridging the gap between technology initiatives and business objectives. I’m passionate about leading digital transformation initiatives, building high-performance teams, and forging strategic partnerships to drive sustainable growth.

**Experience:**

* **Abdullah Fouad Group – InfoTech Division (Saudi Arabia)** – *Sales Director (Jan 2025 – Present):* Leading nationwide ICT sales with full P&L accountability; driving growth in government and enterprise sectors while mentoring teams.
* **Abdullah Fouad Group – InfoTech Division** – *Regional Manager (Jan 2023 – Dec 2024):* Turned Western Region into #1 nationwide unit by 2024, increasing profit ~5× and securing SAR 125M+ in new contracts within one year.
* **Ingram Micro KSA (Riyadh)** – *Senior Product Manager, Oracle Solutions (Sep 2021 – Dec 2022):* Maintained Oracle’s #1 distributor status in KSA by expanding the partner network and growing the sales pipeline 25%.
* **Gulf Group Holding (Kuwait & KSA)** – *General Manager, ICT Division (Jan 2017 – Aug 2022):* Launched and grew a new ICT division to ~$18M annual revenue in 5 years, building a 130+ team and establishing market leadership.
* **Earlier Career:** Project management roles at telecom firms (e.g. Nokia Networks), leading nationwide network expansion projects and laying a strong technical foundation.

**Skills & Expertise (suggested):** Digital Transformation, IT Strategy, Cloud Computing, Smart Cities, Program Management (PgMP), Cybersecurity, Data Center Design, Business Development, Key Account Management, Vendor Partnerships, Change Management

## 5. Professional Website Content Suggestions (English)

(ahmetdogan.info – proposed sections and tone for a professional personal site.)

**Suggested Website Sections & Content:**

* **Hero / Landing Section:** A powerful headline and sub-text on the homepage that capture Ahmet’s value proposition. For example, a tagline like *“Driving Digital Transformation and Growth in ICT”*, with a brief subheading highlighting his 20+ years of leadership in Saudi and regional markets (e.g., *“ICT executive who delivered 5× profit growth and $125M in projects – bridging global tech and local markets”*).
* **About Ahmet Doğan:** A concise bio section that introduces his career journey and expertise. This can mirror the professional summary, emphasizing his role as an ICT executive and digital transformation leader, major achievements (like leading NEOM’s Tier III data center project or turning around a business unit), and his unique blend of advanced degrees and certifications. The tone should be factual and confident, establishing credibility with real metrics (years of experience, size of teams led, revenue figures, etc.).
* **Leadership Impact / Key Achievements:** A section dedicated to showcasing Ahmet’s most impressive accomplishments with concrete numbers. This could be formatted as highlight cards or a timeline, each summarizing a story – for instance, *“Western Region Turnaround – 5× profit increase in 1 year”* or *“Smart City Infrastructure – Led deployment of NEOM’s Tier III data center (SAR 21.9M)”*. Brief descriptions can explain how those results were achieved. Presenting these as visual highlights provides proof of his impact at a glance.
* **Expertise & Services:** Outline the domains and services Ahmet excels in. Break out his areas of expertise as distinct blocks or lists – e.g., *Digital Transformation Strategy; ICT Infrastructure (Data Centers, Cloud, Cybersecurity); Program & Project Management; Business Development & Sales Leadership*. Under each, include a sentence explaining his capabilities (for example, under Digital Transformation: mention aligning IT initiatives with Vision 2030 goals; under Program Management: note his PgMP/PMP credentials and large-scale project oversight). This section clearly communicates what Ahmet can deliver for clients or partners.
* **Strategic Vendor Partnerships:** A dedicated section positioning Ahmet as a bridge for Class A vendors entering or expanding in the region. Emphasize his experience partnering with global technology firms (Huawei, Oracle, Schneider Electric, etc.) and how he adds value – e.g., deep knowledge of local government procurement and compliance (such as NCA cybersecurity standards), plus an established network of decision-makers. The content can be framed as an invitation: *“Why partner with Ahmet?”* – explaining that with his insight and connections, global vendors can achieve faster market entry and successful project delivery in Saudi Arabia and Turkey.
* **Credentials & Certifications:** A visual or listed representation of Ahmet’s qualifications to bolster trust. Include logos or icons for his degrees (MBA, DBA-candidate) and key certifications (PgMP, CISM, PMP, etc.), along with a caption highlighting the rarity of his credentials (for instance: *“Ranks in the top 0.001% of ICT professionals globally by certification breadth”*). This factual claim, drawn from his benchmarking report, underlines his authority. Mention professional memberships (PMI, ISACA, SCE) here as well. The tone remains professional and evidence-based, focusing on verifiable achievements.
* **Contact & Call-to-Action:** Conclude with a clear way to get in touch. Provide a contact form and/or contact details alongside a brief invitation to connect – for example, *“Connect with Ahmet to discuss digital transformation initiatives, vendor partnerships, or executive ICT leadership opportunities.”* Ensure the contact info (email, LinkedIn) is consistent with his CV and LinkedIn. Prominently display a call-to-action button (e.g., *“Get in Touch”* or *“Schedule a Consultation”*) to encourage engagement. This section should make it easy for Class A vendors, partners, or recruiters to reach out and initiate a conversation.

## 6. Leveraging the Certification Benchmarking Report

(How and when to share the report showing Ahmet’s top 0.001% certification standing.)

**Using the Certification Benchmarking Report:**

* **Attach the report in formal engagements:** For high-stakes or formal scenarios, provide the full benchmarking report as a PDF attachment. Examples include proposals to government agencies or enterprise clients, RFP responses, or when negotiating partnerships with top-tier vendors. Attaching the report adds credibility by offering third-party validation of Ahmet’s elite standing. It’s best used when the audience is likely to appreciate detailed evidence – for instance, after a preliminary discussion has generated interest in his qualifications. In job applications or consulting bids, the report can serve as an appendix for committees or partners who want to see the data behind his “top 0.001%” claim.
* **Use a link or “on-request” approach in other contexts:** In many cases, it’s effective to mention the report without immediately attaching it. On platforms like LinkedIn or his personal website, Ahmet can make the report accessible via a hyperlink or downloadable PDF (for example, a **“Download Certification Benchmark Report”** button). In networking emails or early conversations, rather than sending a large file upfront, he might note that a detailed benchmarking report is available and share it upon request or via a link. This keeps the interaction light while still signaling that hard evidence backs up his credentials. He could even add a line in his email signature or LinkedIn profile such as “**Certification Benchmarking Report available on request**” to pique curiosity without overwhelming the reader.
* **Cite highlights during interviews and meetings:** Ahmet should weave the most impressive statistic from the report into his personal narrative. For example, in an interview or pitch he can say, *“According to an independent benchmarking study, I’m in the top 0.001% of ICT professionals globally in terms of certifications.”* This one-sentence proof point is memorable and will often prompt further interest. He can then offer to share the full report if the audience wants to delve into details. In follow-up emails, he might reference the same stat and include the report (as an attachment or link) for validation: *“As mentioned, I’ve attached a copy of the benchmarking report verifying that statistic.”* By selectively using the report’s highlights—such as the rarity of holding PgMP, CISM, and RCDD together—he keeps the focus on how his exceptional qualifications benefit the employer or partner. The key is to use the report as a *supporting tool*: introduce the jaw-dropping fact in conversation, and have the full document ready to back it up when needed.