

# Ahmet Doğan

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Ahmet Doğan | +966 50 066 6084 | ahmet.dogan@doganhub.com

## Executive Summary

With two decades of industry expertise, Ahmet Doğan unites technical mastery with consistence strategy. Rising from hands-on technical roles to executive positions in business development, product management, Ahmet has developed a comprehensive understanding of the ICT value chain.

## Premium Residency Case

Ahmet's combination of elite engineering credentials, international recognition, and proven leadership make a compelling case for premium residency in Saudi Arabia, grounded in years of strategic consulting and industry achievement.

## Professional Experience

### **Sales Director, InfoTech Division — Abdullah Fouad Group, Saudi Arabia (Dec 2024–Present)**

Oversaw profit and loss for government, telecom, and enterprise sectors, implementing national strategies in alignment with Vision 2030. Restructured regional territories and discount policies while spearheading business transformation initiatives to ensure delivery on Vision 2030 KPIs.

### **Regional Manager, Western Region — Abdullah Fouad Group, KSA (Jan 2024–Dec 2024)**

Propelled the Western Region to the #1 position nationwide, achieving SAR 125M in bookings and SAR 110M in collections, with a fivefold increase in profit. Revitalized the regional team and standardized bidding processes for government projects.

### **Senior Product Manager, Oracle Portfolio — Ingram Micro, Riyadh (Sep 2022–Dec 2023)**

Maintained leading status among Oracle distributors in Saudi Arabia by expanding the partner pipeline by 25% and launching new enablement and go-to-market programs.

## **ICT Business Unit Manager & PMO Head — Gulf Group, Kuwait & KSA (2016–2022)**

Established and led the ICT Business Unit, driving strategic growth and operational excellence across both Kuwait and Saudi Arabia.

## **Early Career Experience — Egypt ICT (2004–2016)**

Held progressive roles at Alkan Networks (for Vodafone), Nokia Siemens Networks, and ACE, specializing in engineering, solution design, integration, and risk management on large-scale ICT projects.

## **Education**

- Doctorate in Business Administration (in progress, expected 2026) – University of Northampton, UK
- MBA (AMBA-accredited) – University of Leicester, UK, 2019–2021
- CMI Level 7 Diploma – 2019–2021
- Stanford Advanced Computer Security Program – 2019–2020
- B.Eng., Electronics & Communications – Menoufia University, Egypt, 1999–2004 (WES-accredited)

## **Credentials and Global Certifications**

The individual stands out as a visionary professional, combining technical excellence and strategic leadership. This portfolio is marked by globally recognized certifications and memberships, positioning them at the forefront of industry innovation and best practices.

### **Key Certifications**

- Accredited Operations Specialist (AOS), Uptime Institute: Demonstrates operational mastery in mission-critical infrastructure.
- Stanford Advanced Computer Security Certificate: Places among ~1,000 global experts in advanced cybersecurity solutions.
- RCDD® (Registered Communications Distribution Designer): ~20,000 certified globally.
- CISA®, CISM®, CRISC® (ISACA Security & Risk Certifications): Highlights proficiency in security and risk management.
- PMP®, PMI-ACP® (PMI Project & Agile Management): Recognizes capabilities in project and agile management.

- PRINCE2® Practitioner: International standard for project management.\
- ITIL® 4 Foundation: Validates expertise in optimizing IT services and enhancing organizational agility.
- HCIP-Data Center Facility: Advanced expertise in data center infrastructure.

### **Professional Memberships**

- Project Management Institute (PMI)
- Information Systems Audit and Control Association (ISACA)
- Chartered Management Institute (CMI)
- Saudi Council of Engineers — Consultant Engineer (SCE)
- Kuwait Engineering Syndicate (KES)
- Egyptian Engineering Syndicate (EES)
- Arab Engineering Syndicate (AES)
- Egyptian Society of Quality (ESQ)
- Association of MBAs (AMBA)

## **Conclusion**

Ahmet Doğan has strong experience and proven leadership in the Saudi market. This shows they are ready to help teams succeed and move the industry forward in the region.