

Ahmed Nasr

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PROFESSIONAL SUMMARY

Builder, operator, and growth leader with 20+ years launching and scaling technology-driven businesses across GCC and MENA markets. Led product strategy and operations at Delivery Hero (Talabat) during one of the region's most iconic hypergrowth stories - platform scaled from 30,000 to 7 million daily orders (233x) across GCC markets. Founded Egypt's first FinTech SuperApp from zero: designed the product architecture, built the team, established the partner ecosystem, and executed the market entry playbook. Currently leading a \$50M digital transformation portfolio across 15 operating sites in three countries. Equally comfortable in a boardroom and a war room. Moves fast, owns outcomes, and builds things that did not exist before. Native Arabic speaker with deep MENA market intuition and an established regional network across Saudi Arabia, UAE, and Egypt.

CORE COMPETENCIES

Venture Building & Zero-to-One Execution • P&L Ownership & Unit Economics • Hypergrowth Operations (Food Delivery / FoodTech) • Market Entry Strategy & GTM Execution • Product-Market Fit & Growth Scaling • Influencer & Partner Ecosystem Development • Demand Generation & Customer Lifecycle • Financial Modeling & Fundraising Readiness • Cloud Kitchen & Last-Mile Delivery Operations • Cross-Functional Team Leadership • Stakeholder & Investor Engagement • Arabic & English (Fluent, Written & Spoken) • MENA Market Expertise • Digital Platform Scaling • Subscription & On-Demand Business Models

PROFESSIONAL EXPERIENCE

Product Development Manager

Jun 2017 – May 2018

Delivery Hero SE (Talabat) | GCC Markets (Egypt, Saudi Arabia, UAE, Kuwait, Bahrain, Qatar, Oman, Jordan)

- Drove product strategy and operational growth during Talabat's hypergrowth era - platform scaled from 30,000 to 7 million daily orders (233x growth) across GCC markets, making it one of MENA's dominant food delivery platforms
- Led cross-functional product and operations teams across Egypt and GCC markets, managing the full delivery lifecycle from restaurant onboarding and menu engineering to last-mile logistics and customer satisfaction
- Led Operations Excellence Committee coordinating execution between Berlin HQ and regional markets - built the systems, playbooks, and governance that allowed rapid multi-country scaling without breaking delivery quality
- Drove feature prioritization and product roadmap aligned to on-demand consumer behavior in Saudi Arabia, UAE, and Egypt - building deep market intuition for MENA food delivery dynamics
- Implemented lean methodologies and demand-supply planning frameworks that improved kitchen utilization and reduced order fulfillment variance across market expansions

Country Manager (Founding Team)

Apr 2021 – Jan 2022

PaySky, Inc. | Egypt

- Founded and launched Egypt's first comprehensive SuperApp from zero: designed the product architecture, built the founding team, established the regulatory and partner ecosystem, and executed phased market entry
- Held full P&L accountability from day one - owned topline growth targets, burn rate, unit economics, and contribution margin across a platform integrating payments, banking, e-commerce, and lifestyle services
- Built partner ecosystem from scratch: signed financial institutions, service providers, and technology partners to create an integrated platform with genuine consumer utility and market differentiation
- Operated with founder DNA in a zero-structure environment - defined the strategy, hired the team, built the processes, and owned every outcome without a playbook to follow

PMO & Regional Engagement Lead

Jun 2024 – Present

Saudi German Hospital Group | Dubai, UAE (KSA, UAE & Egypt)

- Own P&L accountability and delivery execution for a \$50M digital transformation programme across 15 operating sites in Saudi Arabia, UAE, and Egypt
- Built the programme governance infrastructure from scratch - team, systems, reporting cadences, and partner relationships across 30+ cross-functional professionals
- Manage investor-equivalent stakeholder reporting: quarterly business reviews, executive dashboards, and strategic decision-making support for Group leadership
- Drive milestone achievement, revenue realization, and margin performance across a complex multi-partner, multi-country technology portfolio

Engagement Manager

Mar 2013 – Sep 2014

Revamp Consulting | USA, UAE & Egypt

- Led business transformation engagements for enterprise clients including Mayo Clinic and AT&T, designing new operating models and growth strategies across complex multi-stakeholder environments
- Built investor-ready business cases and executive narratives that drove senior decision-making and secured strategic alignment for transformation programmes

PMO Section Head

Sep 2014 – Jun 2017

Network International | Egypt (8-Country Regional Coverage)

- Built and scaled a delivery organisation from zero across 8 countries, recruiting and leading a team of 16 managers while owning P&L performance, financial discipline, and portfolio execution for 300+ concurrent projects
- Governed enterprise-wide Salesforce implementation across 8 countries (170 users, 14 months) - managing stakeholders, delivery milestones, and adoption outcomes at scale

Head of E-Commerce Product & IT Strategy

Jan 2020 – Jan 2021

Al Araby Group | Egypt

- Led e-commerce digital transformation and go-to-market strategy for one of Egypt's largest consumer retailers, driving online revenue growth and digital channel adoption

Senior Project Manager / Project Manager

2011 – 2013

BlueCloud & Intel Corporation | Egypt

- Managed technology delivery projects for Microsoft Egypt, Vodafone Egypt, Qatar Diar, and Intel LTE deployments - building operational rigor and cross-functional execution skills across high-stakes enterprise environments

EDUCATION

MBA - Master in International Business Administration (MIBA)

2025 – 2027 (Expected)

Paris ESLSA Business School | Global Management

Project Management Professional (PMP) Training

2007 – 2008

Université française d'Egypte

CERTIFICATIONS

PMP - Project Management Professional, PMI, 2008 | **Lean Six Sigma** - SUNY, 2010

CBAP - Certified Business Analysis Professional, IIBA, 2014 | **CSM** - Certified Scrum Master, Scrum Alliance, 2014

CSPO - Certified Scrum Product Owner, Scrum Alliance, 2014 | **ITIL Foundations** - LinkedIn, 2016