

AHMED NASR

Strategy Consultant | Business Transformation & Operational Excellence

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PROFESSIONAL SUMMARY

Strategy consultant with **20+ years** of experience in **management consulting, corporate strategy, and business transformation** across FinTech, HealthTech, and e-commerce sectors. Proven track record conducting **strategic analysis, business diagnostics, and market research** to develop data-driven recommendations for executive leadership. Expert in applying **strategic frameworks** to structure complex business problems and formulate actionable roadmaps. Extensive experience in **project management, stakeholder communication, and workshop facilitation**. Strong background in **process optimization, change management, and operational excellence** initiatives delivering measurable business impact.

CORE COMPETENCIES

- **Strategic Analysis & Problem Solving** — Business diagnostics, strategic frameworks (SWOT, PESTEL, Porter's Five Forces), solution development
- **Research & Market Intelligence** — Market research, competitor benchmarking, trend analysis, data synthesis
- **Project Management & Delivery** — End-to-end engagement management, timelines, quality standards
- **Stakeholder Communication** — High-impact presentations, executive reports, workshop facilitation
- **Operational Excellence** — Process optimization, workflow improvement, organizational performance
- **Change Management** — Strategic implementation, transition planning, adoption support
- **Analytical Thinking** — Complex problem decomposition, data-driven recommendations

PROFESSIONAL EXPERIENCE

PMO & Regional Engagement Lead

Saudi German Hospital Group | Dubai, UAE | Jun 2024 - Present

Leading strategic transformation initiatives across 15-hospital healthcare network in UAE, KSA, and Egypt.

- Conducted deep-dive strategic analysis into healthcare operations to identify pain points and transformation opportunities across \$50M program
- Applied strategic frameworks to structure complex business problems and develop data-driven recommendations for executive leadership
- Performed comprehensive market research and competitor benchmarking to inform technology strategy and vendor selection
- Prepared and delivered high-impact presentations and strategic reports for senior management and executive committees
- Facilitated strategic workshops aligning cross-functional teams of 30 professionals on transformation initiatives
- Identified process optimization opportunities streamlining internal workflows and improving organizational performance
- Supported change management ensuring smooth transition and adoption of new systems across 15 facilities

Country Manager

PaySky, Inc. | Egypt | Apr 2021 - Jan 2022

Led market entry strategy and business development for FinTech startup.

- Conducted strategic analysis of Egypt's financial services market to identify opportunities for SuperApp positioning
- Performed comprehensive market research, competitor benchmarking, and trend analysis for digital payments sector
- Developed strategic roadmaps and data-driven recommendations for executive leadership and investors
- Formulated partnership strategy establishing relationships with financial institutions and service providers
- Led stakeholder communication and presentations to align internal teams on market entry initiatives

Head of E-Commerce Product & IT Strategy

Al Araby Group | Egypt | Jan 2020 - Jan 2021

Developed corporate strategy for digital transformation of major consumer electronics retailer.

- Conducted business diagnostics identifying digital transformation opportunities across retail operations
- Performed market research and competitor benchmarking for e-commerce strategy development
- Developed strategic roadmaps translating business objectives into actionable implementation plans

- Delivered high-impact presentations to senior management on transformation progress and recommendations

Product Development Manager

Delivery Hero SE (Talabat) | GCC Markets | Jun 2017 – May 2018

Drove strategic initiatives during hypergrowth scaling from 30,000 to 7 million daily orders (233x growth).

- Conducted strategic analysis identifying operational optimization opportunities supporting massive scale growth
- Applied lean methodologies and strategic frameworks to solve complex operational challenges
- Led Operations Excellence Committee facilitating strategic workshops between Berlin HQ and regional teams
- Synthesized quantitative and qualitative data into actionable insights for stakeholder decision-making
- Supported change management ensuring smooth adoption of new processes across GCC markets

PMO Section Head (Project Management Department Manager)

Network International | Egypt | Sep 2014 - Jun 2017

Managed strategic portfolio of 300+ projects across 8 countries for payments industry leader.

- Conducted strategic analysis and business diagnostics for banking and payments transformation initiatives
- Supported end-to-end delivery of consulting-style engagements ensuring timelines and quality standards
- Prepared and delivered high-impact presentations and reports for senior management across 8 countries
- Facilitated strategic workshops aligning cross-functional teams on digital payments initiatives
- Identified process optimization opportunities improving portfolio delivery and organizational performance
- Managed stakeholder communication across diverse teams serving 300+ banking clients worldwide

Engagement Manager

Revamp Consulting | USA, UAE, Egypt | Mar 2013 – Sep 2014

Management consulting for Fortune 500 clients on strategy and operational transformation.

- Conducted deep-dive strategic analysis and business diagnostics for enterprise clients including Mayo Clinic and AT&T
- Applied strategic frameworks (SWOT, process mapping, benchmarking) to structure complex business problems

- Performed comprehensive market research and expert interviews to gather primary intelligence
- Developed data-driven recommendations and strategic roadmaps for executive leadership
- Delivered high-impact presentations and facilitated workshops for senior management
- Supported change management ensuring smooth implementation of strategic recommendations
- **Mayo Clinic:** Healthcare business process optimization engagement
- **AT&T:** Service operations transformation engagement

Earlier Experience (2004-2013)

- **Senior Project Manager, PMO | BlueCloud (2012-2013) —**
Strategic project delivery for Microsoft Egypt, Vodafone Egypt, Qatar Diar
- **Project Manager | Intel Corporation (2011-2012) —** LTE (4G) technology strategy and deployment
- **Project Manager | SySDSoft/Intel Mobile Communication (2010-2011) —** Technology development strategy
- **Technical Leadership | BASS, Code Republic, Speech Workers, PEARDEV (2004-2009) —** Project delivery for European and regional clients

EDUCATION

- **MBA, Master in International Business Administration (MIBA)** — Paris ESLSKA Business School | 2025-2027 (In Progress)
- **Project Management Professional (PMP) Training** — Université française d'Egypte | 2007-2008

PROFESSIONAL CERTIFICATIONS

- PMP — Project Management Professional, PMI, 2008
- CBAP — Certified Business Analysis Professional, IIBA, 2014
- CSM — Certified Scrum Master, Scrum Alliance, 2014
- CSPO — Certified Scrum Product Owner, Scrum Alliance, 2014
- Lean Six Sigma — SUNY, 2010

TECHNICAL SKILLS

- **Data & Analytics:** Microsoft Excel (Advanced/Financial Modeling), Power BI, Tableau
- **Presentation:** Microsoft PowerPoint (Executive Storytelling/Deck Design)
- **Project Management:** Jira, Asana, MS Project, Confluence

- **Strategic Frameworks:** SWOT, PESTEL, Porter's Five Forces, Business Model Canvas, Value Chain Analysis

ADDITIONAL INFORMATION

- **Location:** Dubai, UAE
- **Languages:** English (Fluent), Arabic (Native)
- **Industries:** Healthcare, FinTech, E-commerce, Telecommunications, Banking
- **Geographic Scope:** UAE, KSA, Egypt, USA + 5 additional countries