

# AHMED NASR

AI Transformation Leader | Solutions Architect | Revenue-Accountable Tech Executive

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## EXECUTIVE SUMMARY

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Forward-deployed technology executive with 20+ years solving complex business challenges through AI-native, cloud-forward solutions. Proven track record as a DRI (Directly Responsible Individual) for \$25M+ transformation portfolios, building operations from 0→1, and delivering measurable business outcomes across Healthcare, FinTech, and Consumer Technology sectors. Founder-mindset leader who architects solutions, owns revenue, and delivers real results — not slide decks.

## WHY I SOLVE DIFFERENTLY

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- **Process-First, AI-Native:** Led implementation of AI-driven clinical decision support systems, turning ML models into production outcomes — not proofs of concept
- **Revenue Accountability:** Full P&L ownership as Country Manager; built and scaled operations with direct commercial responsibility
- **0→1 Builder:** Created PMO governance from scratch serving 300+ concurrent projects; scaled Talabat operations 230x (30K→7M daily orders)
- **CxO Translator:** Consistently served as the bridge between technical architecture and executive business outcomes across C-suite, ministry officials, and board-level stakeholders
- **Always in Beta:** Currently pursuing MBA while leading active transformation programs; continuous learner who un-learns and re-learns

## TRANSFORMATION IMPACT

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- **\$25M+ Portfolio DRI:** Direct accountability for enterprise AI transformation across three countries (UAE, KSA, Egypt) with quarterly reporting on margins, KPIs, and realized outcomes
- **3x Profit Growth:** Drove net profit increase through data-driven decision frameworks and strategic portfolio optimization at Network International
- **40% Efficiency Gains:** Delivered through process automation using Power Platform, proving AI-native solutions create real business value
- **Enterprise Transformation:** Led SAP S/4HANA implementation end-to-end, demonstrating ability to architect and deliver complex, high-stakes technology initiatives

## PROFESSIONAL EXPERIENCE

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Acting PMO Director & Regional Engagement Lead

TopMed (Saudi German Hospital Group) | UAE, KSA, Egypt

June 2024 – Present

*\$25M+ Transformation Portfolio | Reports to Group CEO | Multi-Regional DRI*

- **Solutions Architecture:** Architected AI-powered clinical decision support systems and enterprise data warehouse solutions, translating business process challenges into intelligent outcomes
- **Client Outcome Ownership:** DRI for transformation outcomes across healthcare enterprise; accountable for realized value, not just delivery milestones
- **Process Modernization:** Led process-first discovery workshops identifying automation opportunities; implemented Power Platform solutions achieving 40% efficiency gains
- **CxO Advisory:** Regular engagement with C-suite executives and ministry officials; distilling complex technical solutions into compelling business narratives
- **Cross-Functional Leadership:** Orchestrated engineering, product, and delivery teams toward common goals using first-principles thinking

### Country Manager & VP Strategic Advisor

PaySky / El Araby Group | Egypt

2019 – 2022

*FinTech & Consumer Electronics | Full P&L Ownership | Revenue & Profitability Accountable*

- **Revenue Accountability:** Complete ownership of country operations, financial targets, and strategic OKRs — founder-mindset leadership with commercial responsibility
- **Enterprise Solutioning:** Architected and delivered SAP S/4HANA transformation; served as trusted technical advisor translating business needs into technology roadmaps
- **GTM Execution:** Developed and executed market strategy, building relationships with partners, platforms, and enterprise clients
- **Change Leadership:** Led organization through digital transformation, embedding process-first mindset across operations

### Product Development Manager

Talabat (Delivery Hero SE) | Egypt

2017 – 2018

*Hyper-Growth Scale-up | Berlin HQ Coordination | 230x Growth*

- **0→1→10 Scaling:** Scaled operations from 30K to 7M daily orders — demonstrating ability to build fast, iterate fearlessly, and deliver at scale
- **Global-Local Bridge:** Served as regional translator between Berlin headquarters and MENA operations, balancing global strategy with local execution
- **Product-Mindset:** Designed for scale, not one-offs; built systems that could handle exponential growth

### PMO Section Head

EMP (Network International) | Egypt

2014 – 2017

*African Banking Portfolio | 300+ Concurrent Projects | Built from Scratch*

- **0→1 Builder:** Architected PMO governance structure from ground zero; created frameworks serving C-level visibility into portfolio performance
- **Outcome Engineering:** Drove 3x net profit increase through data-driven decision frameworks — real outcomes, not vanity metrics
- **Process Intelligence:** Implemented analytics dashboards enabling informed investment decisions; turned business process flowcharts into future-ready solutions

## TECH SUPERPOWERS

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- **AI-Native Fluency:** Hands-on AI/ML implementation — knows when to fine-tune, when to prompt, and how to turn models into production outcomes
- **Cloud-Capable:** SAP S/4HANA, enterprise data warehousing, Power Platform (Power Apps, Power Automate, Power BI)
- **Data Intelligence:** Analytics architecture, business intelligence, data-driven decision frameworks
- **Process Modernization:** Automation engineering, workflow optimization, horizontal process transformation

## EDUCATION & CREDENTIALS

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**MBA (In Progress)** — Sadat Academy for Management Sciences | Expected 2026

**BSc. Computer Sciences & Business Administration** — Sadat Academy | 2006

- Project Management Professional (PMP) — Project Management Institute
- Certified Business Analysis Professional (CBAP) — IIBA
- Certified Scrum Master (CSM) — Scrum Alliance
- Lean Six Sigma — Yellow Belt

## LANGUAGES

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**English:** Professional Working Proficiency | **Arabic:** Native

## THE SOLVER YOU'RE LOOKING FOR

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I don't just present — I build. I don't posture — I solve. I don't debate — I deliver. If you're looking for someone who questions why things are done a certain way and then identifies 3 better ways to do it, let's talk about futurifying your clients' operations together.