

# Ahmad Alkashef

## Director of AI, Data, and Analytics

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### Next Role

Targeting a strategic leadership or AI presales role in a product-driven software company, where I can drive AI and data strategy, grow high-performing teams, and deliver innovative, customer-centric solutions.

### Summary

Senior leader with 24+ years of experience in AI, data, and software across semiconductors, energy, government, and tech. I've built and led high-performing engineering teams in AI, data integration, BI, testing, and software development — while consistently leading AI presales efforts across strategic accounts since joining Teradata. Recognized for a strategic mindset, structured execution, and ability to align delivery with business value. Led Egypt's national digital transformation analytics program, interfacing directly with vice-minister-level stakeholders. Based in Cairo, with long-term assignments across Munich, EMEA, and the US.

### Industry Experience

- Semiconductors (Mentor Graphics, Infineon)
- Oil & Gas (Schlumberger)
- Government (ACA, MCIT through Teradata)
- Telecom (Etisalat Egypt, Orange, and Asiacell through Teradata)
- Software & Product (Teradata, Microsoft)

### Skills

#### Technical & Strategic Expertise

AI, Data & Analytics Strategy • Software & AI Solution Architecture • Business Transformation

#### Leadership & Management

Executive & Organizational Leadership • Team Growth & Development • Management & Influence • Presales & Customer Engagement • Program & Project Management • Negotiation & Communication

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# Professional Experience

## Teradata | Cairo

Various leadership roles

2017 – Present

### Head of Data and Analytics (Mar 2023 – Present)

- Managing the technical arm of Egypt's consulting (45 consultants): AI, data integration/engineering, business intelligence, data modeling, software, and testing teams.
- Supported presales across MEA's major accounts, owning technical leadership for AI opportunities.
- Delivered AI talks and solution demos at Teradata conferences since 2019, presenting to customers, prospects, and partners as part of ongoing presales and thought leadership efforts.

### Head of Egyptian Government Program (Jan 2023 – Dec 2023)

- Stepped in as the interim Program Director for the Egyptian government program.
- Adjusted program scope and approach to realign with the strategic customer needs.
- Turned around a \$6M Data and Analytics program.
- Defined changes and additional scope worth \$3m.
- Aligned organization around change strategy and commercial impacts including EMEA and MEA leadership.
- Successfully led negotiations with vice-minister stakeholders, securing \$1M+ in additional services.
- Headed Egypt's program management team, between Jan and Oct 2023.

### Analytics Director, MEA (Jul 2019 – Jan 2023)

- Scaled MEA AI, data, and software teams, delivering cross-industry AI solutions.
- Headed the analytics design authority of Egypt's digital transformation project.
- Designed analytics training programs for local educational institutions, the Egyptian government, and industry recommendations for international academic data science programs.
- Selected for Teradata's management development program.
- Owned AI presales for Teradata's flagship government engagement in Egypt, providing thought and technical leadership to align multi-million dollar AI initiatives with client priorities.

### Principal Data Scientist (Oct 2017 – Jun 2019)

- Managed TD Egypt's data science team (12 data scientists).
- Led the implementation of data science use cases for Telcos and the Egyptian government.

### Senior Data Scientist (Feb 2017 – Oct 2017)

- Developed data science use cases for Telcos and the Egyptian government.

## Research Software Development Engineer Microsoft | Cairo

Jun 2015 – Sep 2016

- Built Arabic language and acoustic models for Skype translation.
- Adapted acoustic DNN model for meeting scenarios.
- Developed the Android SDK for Microsoft's speaker identification APIs.

## Scientific Software Engineer Schlumberger | Cairo

Apr 2012 – Dec 2014

- Developed and managed a C# application to build near-surface earth models from seismic data.
- Published: Ahmad Al-Kashef and Amr Misbah. Improving Synchronization between TFS Server and Client for Remote Development of Petrel Plugins. Schlumberger Best Practice # 6575846, December 2014.

Sr Integrated Circuits Design Consultant  
Infineon | Munich

Mar 2011 – Mar 2012

- Modelled and verified large semiconductor memory arrays on the mixed-signal level.
- Developed Virtuoso schematics and Verilog models to test Virtuoso's Verilog netlister.
- Designed and led the development of SystemVerilog assertion models for semiconductor memory IPs.

Behavioral Modeling Automation Expert  
Mentor Graphics (Siemens) | Cairo

Feb 2002 – Mar 2011

- Developed and tested deterministic and statistical behavioral models of integrated circuits.
- Designed and conducted simulation experiments for integrated circuits verification.
- Consulted customers on-site and off-site on design verification.
- Developed, and automated tests and quality plans for mixed-signal simulators.
- Designed and automated regression processes.
- Published: Ahmad Al-Kashef et al. Behavioral Modeling and Verification of a 2.5 Gbps SerDes for PCI Express Using ADVance MS™ and CommLib SerDes. Mentor Graphics, Application Note # 10201.
- Received Mentor's product quality improvement award.

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## Education

M.Sc. in Artificial Intelligence  
Faculty of Engineering, Ain Shams University

2008

- Thesis: "A Case-Based Reasoning Approach for the Knowledge Representation of VHDL-AMS Behavioral Models"
- Publication: Ahmad Al-Kashef, Manal M. Zaky, Mohamed Dessouky & Hassan El-Ghitany. A Case-Based Reasoning Approach for the Automatic Generation of VHDL-AMS Models. In the Proceedings of the 2008 IEEE International Behavioral Modeling and Simulation Workshop, pages 100-105, Sept. 2008.

B.Sc. in Electronics and Communications  
Faculty of Engineering, Ain Shams University

2001

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## Executive Education

MIT Sloan School of Management — Executive Certificate in Management and Leadership  
(Expected 2026)

- Mastering Negotiation and Influence, May 2025
  - Understanding and Solving Complex Business Problems, Dec 2024
  - Unlocking Your Leadership Signature, Jan 2026
  - One additional course (TBD).
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## Outside Work

- Practicing visual artist
- Former member of Egypt's Youth Olympic Swimming team
- Several national medals in swimming and water polo
- Contributor to the Academic Advisory initiative — [https://github.com/brohrer/academic\\_advisory](https://github.com/brohrer/academic_advisory)
- Technical Advisory Board Member
  - Egypt University of Informatics — Faculty of Computing and Information Sciences
  - American University in Cairo (AUC) — Department of Computer Science and Engineering