

Al-Hussein Q. Abdullah

Tech Entrepreneur & Business Strategist

Results-driven entrepreneur with a proven track record in business creation, expansion, and market innovation. Experienced in AI-driven technology, medical equipment, and consumer goods. Skilled at identifying emerging opportunities and turning them into scalable, revenue-generating ventures. Expertise in strategic growth, operational efficiency, and leveraging artificial intelligence to optimize business processes and decision-making. Passionate about developing high-impact solutions, building strong partnerships, and leading cross-functional teams to drive sustainable business success.

Work history

2025-02 - Current	Founder & CEO <i>Roxate Ltd, London (Remote)</i> <ul style="list-style-type: none">Established a technology-driven company specializing in AI and SaaS-based enterprise solutionsOverseeing strategic investments and ensuring scalable product development for global adoptionManaging cross-functional teams to drive innovation in AI-powered business applicationsDeveloping sustainable business models focusing on market expansion and digital transformationDeveloped strong partnerships with other businesses to allow for collaboration and more significant opportunities for growth.Established a successful business by identifying market needs and developing innovative solutions.
2024-05 - Current	Founder & CEO <i>Rovex.ro, Bucharest (Remote)</i> <ul style="list-style-type: none">Launched an international business entity focused on innovative solutions in European marketsBuilding and implementing strategies for high-impact business positioning and rapid



Contact

Address
Talal Ali , Amman 11941
Phone
+962796026659
E-mail
al-hussein@papayatrading.com

Skills

Strategic thinking
Business development
Strategic planning
Project management
Working capital management
Strategic financial planning
ERP system implementation
Report writing
Balance sheets
Audit coordination

scalability

- Collaborating with industry leaders to enhance business sustainability and investment opportunities
- Developed strong partnerships with other businesses to allow for collaboration and more significant opportunities for growth.
- Established a successful business by identifying market needs and developing innovative solutions.

2013-02 -
Current

Founder & CEO

Papaya Trading, Amman

- Founded a multi-sector trading firm specializing in medical equipment, cosmetics, and technology
- Led business expansion strategies resulting in a significant increase in market share
- Established distribution partnerships with leading pharmaceutical companies, securing brand dominance
- Managed financial operations, investment allocations, and profit optimization strategies
- Developed strong partnerships with other businesses to allow for collaboration and more significant opportunities for growth.
- Established a successful business by identifying market needs and developing innovative solutions.
- Implemented efficient operational processes to optimize productivity and resource allocation.
- Created organization's mission and vision statements for use by employees.
- Achieved long-term sustainability for the organization through responsible decision-making processes grounded in ethics.
- Partnered with marketing team to attract new customers.
- Liaised with marketing experts affiliated with channel partners.
- Led budgeting process, collaborating with department heads to allocate resources strategically and ensure alignment with organizational goals.
- Enhanced cash flow management through the development of robust forecasting models,

Internal controls

Languages

English



Upper intermediate (B2)

Arabic



Advanced (C1)

Romanian



Elementary (A2)

ensuring optimal liquidity for business operations.

- Increased brand visibility by developing and implementing comprehensive marketing strategies.
- Achieved stronger brand identity consistency across all platforms through meticulous oversight of creative design elements.

2019-10 -
2024-05

Co-Founder

Lava Trading L.L.C, Jordan

- Co-founded a trading company focusing on the distribution of consumer goods
- Developed strategic partnerships to enhance product offerings and market reach
- Implemented operational improvements leading to increased efficiency and profitability

2014-03 -
2024-05

Co-Founder

Margo Group, Jordan

- Co-founded a conglomerate with interests in various sectors, including retail and services
- Oversaw business development initiatives and strategic planning
- Played a pivotal role in expanding the group's market presence and revenue streams
- Grew the customer base through targeted outreach and networking events.
- Streamlined operational processes for improved efficiency and cost reduction.

2013-07 -
2013-12

Co-Founder

Bala-7ada CIC, Amman

- Co-founded a community interest company aimed at social entrepreneurship
- Led initiatives to engage youth in community development projects
- Organized events and programs to promote social innovation and responsibility

2009-09 -
2011-11

Team Leader

QNet Ltd

- Led a team in direct selling and network marketing activities
- Developed training programs to enhance team performance and sales skills

- Achieved significant sales growth and expanded the customer base

Education & Certifications

2009-09 - 2014-06	BBA: Business Administration <i>The University Of Jordan - Amman, Jordan</i>
2009-09	High School Diploma <i>Jordanian High School Diploma "Scientific Stream" - Amman, Jordan</i>

Additional Information

Professional Courses & Specializations

- **Aligning Business, Brand & Behaviour** (*University of London – Jul 2024*)
- **Cost Accounting** (*Technical University of Munich – Coursera, Jul 2024*)
- **Corporate Strategy and Decision-Making** (*Copenhagen Business School – Jun 2024*)
- **Deep Learning Specialization** (*Stanford University – Jan 2024*)
- **AI for Business Leaders** (*MIT Sloan – Jan 2024*)
- **Machine Learning & AI Deployment** (*Google AI Academy – Jan 2023*)
- **Jordanian Certified Public Accountant (JCPA) – Exam 1 Score 51**