

Hossam Fahmy

Cairo, Egypt

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Innovative, passion-driven, experienced and well-rounded professional with over 13 years of demonstrated track record of accomplishments in technology project/program management, corporate and government affairs, entrepreneurship, capacity-building and business development; immersed in the technology scene in the MENA region, with ICT/engineering background; working with corporate partners, governmental bodies and policy makers. Always on top of things, taking care of details, good communicator and has a wide network in different areas.

Core Skills

- ▶ Technology Project Planning & Management
- ▶ Mentoring and Professional Development
- ▶ Managing Capacity Building Activities
- ▶ Corporate and Government Affairs
- ▶ Effectively Liaising with Different Stakeholders

Professional Experience

Jan 2023 – **Global Partnerships Manager**
Current *Classera Inc. – Cairo, Egypt*

[Classera Inc.](#) is the largest EduTech company in the region and one of the global industry leaders.

Job functions include:

- Establish, maintain, and enhance Classera's partnership position with global partners.
- Define and drive joint marketing programs with global partners to drive Classera's business.
- Drive cross selling of Classera's products through partners existing programs and marketplaces.
- Organize definition and training of global partners product offerings to Classera's sales and business development teams.
- Maintain a clear pipeline with each of covered global accounts.

Oct 2022 – **Director of Growth**
Dec 2022 *Setup.sa – Riyadh, KSA*

[Setup.sa](#) is a Saudi advisory firm specialized in soft-landing, we help international enterprises of all sizes to expand to the Saudi market. Our services align with the Kingdom's Vision 2030 that facilitates the flow of foreign investment while giving international firms the chance to join the Kingdom's giga projects.

Feb 2020 –
Aug 2022

Head of Digital Operations

Comin Insurance Brokerage – Cairo, Egypt

[Comin](#) is a leading regional InsurTech platform, that transforms the way you buy your insurance and removes all the hassle associated to it. Simply put, the platform combines insurance partners' products and service excellence with the easiest and fastest way to buy insurance. Comin is currently operating in Cyprus, Egypt, Lebanon, Nigeria & Sudan.

- ▶ Lead all operational activities related to the Egypt market launch; establishing a local office, acquiring required licenses, hiring a team, ...etc.
- ▶ Lead all efforts related to coordination with suppliers, insurance partners, promotional partnerships, marketing campaigns, and product performance and analytics.
- ▶ Monitor progress against sales and marketing targets after product launch in Egypt.
- ▶ Lead the day-to-day operations and activity implementation.

Sep 2018 –
Oct 2020

Board Member, Innovation and Entrepreneurship Committee

Academy of Scientific Research and Technology (ASRT) – Cairo, Egypt

As part of the committee: periodically evaluate government-funded incubators, accelerators & innovation programs and approve their technical progress to get funded and assess the new cycles & fund requests.

Jan 2019 –
July 2019

Co-Founder and Chief Executive Officer

Delta Square International – Cairo, Egypt

[Delta Square](#) is an Innovation Enablement Platform that ignites innovation in new and emerging technologies; through capacity building and pre-incubation programs and competitions. Delta Square is the executive arm behind many well-known programs like: [Egypt IoT Challenge](#), [ROV Egypt](#) and [Minesweepers Egypt](#).

- ▶ Devised and implemented the internal policy, company structure, and led the hiring process and plan for the founding team.
- ▶ Developed strategic business development plans that have secured new contracts, LOBs and programs with multinational corporations in Egypt and educational institutions.
- ▶ Managed 18 young professionals, technical and non-technical, in different departments/programs.

Jan 2017 –
Dec 2018

Managing Partner

QtMatters Technologies – Cairo, Egypt

[QtMatters Technologies](#) (Quality of Technology Matters) is a technology company that builds Social, Mobile, Analytics and Cloud (SMAC) solutions for different sectors and industries, that relies on our extensive experience in software development and design.

- ▶ Planned, led and directed Public Affairs activities and Business Development strategies.
- ▶ Secured and managed partnerships and new business opportunities.

May 2017 – **Founder and Program Manager**

Dec 2018 *Egypt IoT Challenge – Cairo, Egypt*

[Egypt IoT Challenge](#) (evolved to: [Arab IoT & AI Challenge](#)) is a government supported, nationwide capacity building and pre-incubation program for High School Students, Senior University Students and Startups that have innovative ideas in the area of Internet of Things (IoT) and related fields.

- Developed the program beyond Intel's umbrella; licensing it to fund and mentor its own projects and startups focused on the IoT in Egypt and - soon - the MENA region.
- Secured sponsorship from ASRT, NTRA, Bibliotheca Alexandrina and others for students' graduation projects and startups, working on including a more diverse portfolio of projects and their practical impact on the digitization of the governmental affairs.

Jan 2017 – **Marketing and Public Affairs Manager**

Jun 2017 *Friendly Marketplace FZ-LLC – Dubai, UAE*

[FriendlyCar](#) is the first and leading marketplace for renting and lending cars serving the Middle East.

- Devised and deployed the marketing and positioning strategy for the company that they're still currently adhering to.
- Structured, managed and led the offline operation office in Cairo, Egypt, setting the operational structure and communication processes.

Aug 2016 – **Corporate Affairs Manager**

Dec 2016 *Intel Corporation – Cairo, Egypt*

Main Responsibilities

- Developed and delivered strategic plans for the site/regional Corporate Affairs Group (CAG) organization incorporating its core programs of government affairs, education programs, community relations, and communications/media.
- Established and maintained strategic and collaborative relationships with external partners, NGOs, academia, regulators and opinion leaders through a solid grasp of internal and community priorities.
- Represented CAG organization before key internal and external partners and audiences, positioning Intel as a thought leader.

Main Achievements

- Initiated Egypt IoT Challenge and brought in secured and sustainable matching funds from the Egyptian Ministry of CIT and many other government partners/sponsors.
- Proposed and developed the revamped version of Intel ISEF (Intel International Science and Engineering Fair), which has been selected of all proposed ideas globally.
- Organized the Intel Science Competition Arab World with a limited budget, hosted at Bibliotheca Alexandrina, with a collaboration with governmental partners and educational institutions in 12 Arab countries, with excellent PR results.
- Helped the Commercial Sales team to establish many projects with the Egypt government.

Aug 2013 – Corporate Affairs Assistant Manager

Jul 2016 *Intel Corporation – Cairo, Egypt*

- ▶ Managed governmental relations focusing on driving policy, education, entrepreneurship, corporate social responsibility and community programs to enhance Intel's reputation and business.
- ▶ Drove proactive plans to manage complex public relations situations by identifying emerging challenges that potentially could have impacted Intel's brand, reputation and business.

Nov 2011 – Web Developer and Digital Marketing Executive

Dec 2012 *Inmobly – Cairo, Egypt*

Jun 2010 – Freelancer Web Developer

Jul 2013 *Cairo, Egypt*

Education

Business Foundations Specialization

University of Pennsylvania, Wharton Online

BSc, Electronics and Electrical Communications Engineering

Cairo University – Cairo, Egypt

Awards and Honors

- ▶ Intel EMEA CAG Excellence Award Q4, 2015, for organizing Intel Science Competition Arab World with a limited budget, hosted at Bibliotheca Alexandrina, in collaboration with governmental partners and educational institutions in 12 Arab countries, with excellent PR results.
- ▶ Intel EMEA CAG Excellence Award Q1, 2015, for driving Intel's visibility within the maker community in the MENA region.
- ▶ Intel EMEA CAG Excellence Award Q3, 2014, for expanding "Intel Business Challenge" in the Middle East to 16 countries, 3700 projects and with \$400k external funding.
- ▶ 1st Place, IEEE International Website Contest 2010, for representing IEEE Cairo University Student Branch, out of 3,000+ Student Branches in 100+ countries, globally.
- ▶ 1st Place, IEEE Region 8 (EMEA) Website Contest 2010, for Representing IEEE Cairo University Student Branch, out of 500+ Student Branches in Region 8 (EMEA).

Professional Memberships

Aug 2008 – Member and Volunteer (Senior Member since 2020)

Current *Institute of Electrical and Electronics Engineers (IEEE)*

Jun 2011 – Member and Volunteer

Current *Internet Society (ISOC)*

Volunteer Work

- Jan 2014 – Current** **Jury Committee Member and Mentor**
Several Grant Programs and Competitions
- ▶ Volunteered as a mentor/supervisor or a member of the jury committee for several grant programs and competitions held by governmental, non-profit, multinational and local private entities; like: Intel Corporation, Orange, Ministry of CIT, Ministry of Scientific Research, Ministry of Education, Ministry of Youth and others.
- May 2020 – May 2021** **Industry Activities Chair & Business Development Committee Member**
IEEE Technology and Engineering Management Society (TEMS) - Globally
A part of the overall TEMS Membership and Marketing Committee (MMC); responsible for:
- ▶ Prepare plan and strategy for the year around marketing TEMS industry activities.
 - ▶ Define new activities/content that will be of value to members from industry.
 - ▶ Execute the plan with a team of volunteers and interacting with TEMS MMC teams.
- Feb 2020 – Feb 2021** **Corresponding Member, Chapter Coordination Subcommittee**
IEEE Region 8 (EMEA)
- ▶ Coordinating between the technical IEEE Societies and their local Chapters across Europe, Middle East & Africa (EMEA) region.
 - ▶ Collecting, sharing and promoting best practices and information relevant to starting, revitalizing and running successful Chapters.
- Nov 2016 – Dec 2019** **Co-Founder and Executive Secretary – Egypt Chapter**
IEEE Technology and Engineering Management Society (TEMS)
- ▶ Co-founded, strategized and planned the launch of IEEE TEMS Egypt Chapter, working on enhancing the organization's goals of advancing and improving essential management and leadership knowledge and skills for managing engineering and technology.
- Jan 2012 – Mar 2013** **Global Team Lead**
IEEE Day 2012/2013
IEEE Day is a global event celebrating the first time in history when engineers worldwide and IEEE members gathered to share their technical ideas in 1884.
- ▶ Led the operational team over the duration of the preparation, on-ground events, following the event, spanning over 5 continents.

Training and Certifications

- Dec 2018** **2018 Graduate**
IEEE Volunteer Leadership Training Program (VoLT)
- The IEEE Volunteer Leadership Training Program (VoLT) is designed to: accelerate volunteers' knowledge of the IEEE organization, products & services, and resources; help volunteers understand their role within their local units and within the larger IEEE and create a succession tool that develops and prepares future IEEE volunteer leaders.

Aug 2018

2018 Graduate

Middle East and Adjoining Countries School on Internet Governance (MEAC-SIG)

MEAC-SIG is a unique intensive program that aims at informing and strengthening the regional Internet community and ensuring effective participation in national, regional, and global Internet Governance forum.

- ▶ Nominated and selected for this program by the Internet Society – Egypt Chapter.
- ▶ Hosted by the National Telecommunications Regulatory Authority (NTRA) of Egypt, and jointly organized by the Arab World Internet Institute, the Internet Corporation for Assigned Names and Numbers (ICANN), Internet Governance Project at Georgia Tech, Internet Society, and RIPE NCC.