Tamim Fayed
BUSINESS CONSULTING

Tamim Atef Fayed
Digital Transformation Consultant | Product Architect

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EXECUTIVE PROFILE

- Senior Business Development Consultant, Product Manager, and Public Speaker with over 18 years of experience working across government, semi-government, and private sectors in the GCC.
- Proven track record in organizational development, strategic consulting, digital transformation initiatives, and large-scale technology platform development.
- Known for bridging business strategy, technology, and human capability development to deliver measurable and impactful organizational outcomes.
- Frequently engaged as a trainer, keynote speaker, and consultant for ministries, government entities, and leading enterprises.

Available for digital transformation and organizational development programs, consulting engagements, and keynote speaking across the GCC region.

CORE EXPERTISE

- Digital Transformation Strategy
- Business & Organizational Advisory
- Product & Platform Architecture
- Government Digital Programs
- Executive Training & Facilitation
- Public Speaking & Conference Keynotes
- AI & Automation (Advisory Level)
- Change Management
- Strategic Planning & Execution
- Stakeholder & Leadership Engagement

PROFESSIONAL EXPERIENCE

Business Development Consultant & Product Architect
Digital Service Co. | Takid Platform.   **2022-PRESENT**

- Led the overall product vision, strategy, and platform architecture to ensure scalability, operational efficiency, and support growth objectives.
- Analyzed market dynamics and the needs of government entities and clients, aligning them with the platform's development vision, business model, and future expansion plans.
- Developed the product roadmap and prioritized features based on operational impact, government requirements, and market readiness.
- Analyzed existing operational processes, identified performance gaps, and led the transition from traditional workflows to automated, measurable digital operations.
- Designed digital operating models aligned with government regulations, governance frameworks, and compliance requirements within the Kingdom.
- Translated operational requirements and development ideas into clear, executable product features, acting as the bridge between stakeholders and technical teams.

- Provided governance and compliance advisory to ensure platform alignment with approved policies, regulatory standards, and successful adoption across government and private sectors.

Head of Operations & Business Development
Glow web Technology   **2020-2022**

- Led company operations and administrative functions, ensuring efficient project execution and achievement of operational objectives.
- Managed technical and commercial proposals, pricing, and client negotiations to support revenue growth and long-term partnerships.
- Expanded market presence by opening new markets and establishing strategic client and partner relationships.
- Supervised technical teams, including oversight of the project manager, to ensure delivery quality and adherence to timelines.
- Contributed to the development of company products and services, aligning technical solutions with business goals.

Director of Business & Technology Development
Qutell Technology   **2017-2020**

- Led business and technology development initiatives, aligning digital solutions with market needs and company growth objectives.
- Oversaw technical and operational execution of projects, ensuring quality delivery and coordination between business and technical teams.
- Managed technical and commercial proposals, pricing strategies, and client engagements across government and enterprise sectors.
- Drove market expansion through strategic partnerships, new client acquisition, and relationship management.
- Contributed to the design and evolution of products and services, supporting scalability, innovation, and long-term sustainability.

Training Center Manager / Certified Trainer
Alkhabeer Training Center   **2012-2017**

- Managed the full operation of the training center, overseeing planning, delivery, and follow-up of accredited training programs.
- Designed and developed executive training programs and materials aligned with government and enterprise requirements.
- Delivered accredited training programs in administrative and institutional development fields, achieving high client and trainee satisfaction.
- Supervised training teams and coordinated with certified trainers and accreditation bodies to ensure content quality and compliance.
- Managed client relationships and supported marketing and growth initiatives to achieve operational and financial objectives.

EDUCATION

DBA / PhD Researcher – Business Development & Digital Transformation
Mansoura University   **2023 – Present**
MSc in Administrative Sciences

Mansoura University, Egypt   **2011 – 2013**
Diploma in Business Administration
Helwan University, Egypt   **2010 – 2011**
Bachelor of Laws
Mansoura University, Egypt   **2002 – 2006**

PROFESSIONAL CERTIFICATIONS

- Harvard Business School Online – Strategy Execution
- Microsoft – Advanced Artificial Intelligence
- Cisco Networking Academy – Introduction to Modern AI
- Product Roadmapping & Prioritization
- Outcome-Driven Product Development
- Business Development Strategy
- Value Proposition Design
- Lean Management
- Six Sigma (Yellow / Green Belt)
- Certified AI Workflow & Automation Specialist (CAWAS)
- Product Architecture & Platform Design
- TVTC Accredited Trainer (Saudi Arabia)

KEY PROJECTS & ENGAGEMENTS

- **Takid Platform** – Security Workforce Management (Product Strategy & Advisory)
- **E-Track Platform** – Operations & Maintenance Digital Platform
- **Dallah Healthcare** – Training Management System & Employee Learning App
- **Ministry of Housing – Oman** – Administrative Advisory & Customer Experience Transformation
- **Elm Company (Saudi Arabia)** – Strategic Operations Planning Training
- **Ministry of Health (Saudi Arabia)** – Government Procurement Training
- **Ministry of Finance (Saudi Arabia)** – Institutional Development Training

Along with multiple other government and enterprise projects across consulting, digital transformation, and executive training.

ADDITIONAL INFORMATION

- Actively participated as a speaker in numerous scientific conferences, forums, and professional events.
- Provided multiple technical and administrative consulting engagements across various government and private-sector organizations.
- Member of several professional and scientific organizations and associations.
- Strong interest in continuous learning, professional development, and reading.
- Highly motivated, adaptable, and open to new challenges and opportunities.

All academic qualifications and professional certifications are available upon request.

For more information, please visit my official website. https://tamimfayed.com