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TAMER HAMDY EL-SAYED

INTRODUCTION

Visionary Technology Leader with Over Two Decades Strategic Transformation and Innovation Within Large-Scale IT And Business Environments, Who Has Strategic Visionary and Passion for Improving Technology, Digital Transformation and Personnel to Accelerate Business Growth

I Have More Than 23+ Years of Experience Applying IT Leadership, IT Service, Project Management, Stakeholder Management, Process, IT Governance, IT Operations and Problem Solving for Both Management and Technical to Improve Team and Organization Performance in Aspect to Information Technology Infrastructure, Applications Technology and Digital Transformation. Maximizing Technology Efficiency and Reduce Cost

Proven Record of Success in Developing Solutions That Improve the Efficiency of Business Operations

Experience In Developing Long-Term Technology Initiatives and Has Successfully Managed Mega Projects Delivering the Best Practice Business Process in Different Industries Including (Real Estate, Manufacturing, Information Technology, Retail, Constructions Engineering, Service and Public Sector)

SKILLS & AREA OF EXPERIENCE

- CIO
- Strategic Planning
- Lead People / Team Management
- Stakeholder Management
- Vendor and Customer Management
- Risk Management/Governance
- Budget Management
- Change Management
- SAP, Oracle and Microsoft
- IT Security
- Process Re-Engineering
- Project Management
- Applications Implementation and Management
- ERP Implementations
- IT Development
- Maintain & Develop IT Infrastructure
- Business Intelligent
- Digital Transformation
- Cloud Technology
- Smart Technology

EVENTS ACTIVITY

- **Speaker at ConstrATech Summit** **May 2023**
 PANEL Discussion - Challenges Facing the constructions sector to apply modern technologies and how to overcome them.
- **Speaker at Middle East's Premiere Datacenter and Cloud Infrastructure Summit 2022 - Dubai** **Nov 2022**

 - Speaker "Cloud infrastructure impact on Applications & DevOps"
 - INTERACTIVE PANEL DISCUSSION: The Human Factor: People & Workforce Strategies to Succeed in the World of Technology Infrastructure & Operations - Datacenter Networks, Edge, Cloud & High-Performance Computing
- **Speaker at Egypt DIGITAL CONSTRUCTION Conference 2022** **May 2022**
 PANEL Discussion - Formulating a sound digital roadmap for an agile & profitable construction business.
- **Speaker at Virtual Conference "Remote Workx Egypt"** **Mar 2022**
- **Article at CIO New** **Feb 2022**
<https://cionews.co.in/always-focus-on-business-not-the-technology-itself/>
- **Interview with CIO News** **Jan 2022**
<https://www.youtube.com/watch?v=9tCk91awL2w>

PROFESSIONAL EXPERIENCE

- **VP of Systems and Solutions**

[1-2025 To Current]

- **VP of Innovation**

[11-2024 To 12-2024]

Leader Group

Information Technology Industry

KSA, EGYPT (REMOTE)

I oversee a comprehensive portfolio that spans **Marketing, Presales, Innovation, PMO, Implementation, Business Solutions Architecture, Group IT, Cybersecurity, and IT Infrastructure**. Proven record in managing complex digital transformation initiatives and delivering **projects exceeding 400 million SAR**, with a strong focus on business alignment, operational excellence, and technological advancement.

- Lead strategic direction and operational excellence across 9 departments, aligning business objectives with innovative technology solutions.
- Successfully managed and delivered high-profile programs and projects exceeding 400 million SAR in value.
- Oversees Group IT & Cybersecurity functions, modernizing infrastructure and enhancing enterprise-wide resilience.
- Built and led the Innovation department, launching digital-first initiatives and pilot innovative technologies to keep the company at the forefront of industry evolution.
- Directed the PMO and Implementations units, implementing methodologies and improving project delivery timelines.
- Drove end-to-end business solution design through the Business Solutions Architecture department.
- Spearheaded constructive collaboration between Sales and Presales, resulting in increased RFP and Tenders win rate, and stronger client engagement strategies.
- Oversaw vendor relations, budget planning, and technology roadmap development, ensuring scalable and cost-efficient operations.
- Guided our clients through their digital transformation journeys and IT strategy enhancements.
- Assessing current technology environments, identifying opportunities for improvement, and developing and implementing strategies that leverage technology to drive business success.

- **Digital Transformation and IT Consultant Advisor**

[5-2024 To 11-2024]

Freelancer

EGYPT

- Guided my clients through their digital transformation journeys and IT strategy enhancements.
- Assessing current technology environments, identifying opportunities for improvement, and developing and implementing strategies that leverage technology to drive business success.
- Provide expert advice on IT infrastructure, software solutions, and technology integration.
- Lead technology assessments, gap analyses, and risk evaluations.
- Oversee the execution of digital transformation projects, ensuring they are completed on time and within budget.
- Develop and implement change management strategies to ensure smooth transitions.

Clients:

- OVO Egypt
 - o Start the ERP Microsoft Dynamic 360 ERP implementation.
 - o Set IT department policy and procedure.
 - o Plan for plant new phase expansion regarding IT infrastructures
 - o Set Cloud strategy.
- Next Academy Technology
 - o Business Development for Recruitment and training platform development

- o Managing Software Engineering and Development Team
 - o Defines sales and marketing strategy.
 - o Identify requirements for growth.
- Tameer Ready Mix
- o Follow-up the ERP implementation.
 - o Set IT department policy and procedure.

• **Group Information Technology Director**

[4-2022 To 3-2024]

Master Builder Group (MBG)

Real Estate - Construction Industry

CAIRO - EGYPT

Role

- Lead Information Technology department for company IT infrastructure, SAP ERP applications and business applications.
- Advise Group CEO on strategic systems integration in support of organizational goals and objectives.
- Responsible for all IT Operations, Digital Transformation, and Process Re-Engineer
- Managing Smart Compounds and Smart Building Implementation
- Developing and implementing IT policy and best practice guides.
- Direct and organize IT-related projects (Cloud hosting, SAP ERP, Marketing and Sales Tools, Smart Compound, Community Management)
- Responsibility for the successful and timely delivery of the Program for all phases of IT Projects includes Governance, Planning & Control, Resource Management, Risk/Issue Management, Deployment, Testing, Performance/Stress Testing, Business, Operation & Technology Readiness, Program Reporting, and Implementation.
- Provide, Develop and execute a technology strategic business plan that supports organizational goals by development innovation, prioritizing IT initiatives, and coordinating the evaluation, Deployment, and management of current and future IT systems across the organization.
- Managing and reporting on allocation of IT budget
- Lead IT human capital resource, Provide direction, guidance, and training to IT staff.
- Develops and implements business continuity protocols to minimize disruption to business operations in the event of emergency situations or data loss.
- Set objectives and strategies for the IT department.
- Conducts performance evaluations that are timely and constructive.
- Develops and maintains relationships with external IT vendors and service providers.

• **Group Head of Information Technology**

[12-2021 To 3--2022]

Amer Group

Real Estate, Hospitality (Hotels & Restaurants), Clubs, Rent, Malls, Facility Management

Industry

CAIRO - EGYPT

Role

- Lead Information Technology Sector for the Group.
- Advise the Group CEO on a strategic level to support the group operations and new projects.
- Analyzes how various technologies benefit the group or improve an existing business process.
- Responsible for all IT Operations, Digital Transformation, and Process Re-Engineer
- Managing IT strafe for Smart Compounds and Smart Building Implementation
- Managing IT strafe for Hospitality.
- Developing and implementing IT policy and best practice guides.
- Provide, Develop, and execute a technology strategic business plan that supports

organizational goals by development innovation, prioritizing IT initiatives, and coordinating the evaluation, Deployment, and management of current and future IT systems across the organization.

- Managing and reporting on allocation of IT budget
- Lead IT human capital resource, Provide direction, guidance, and training to IT staff (76 +)
- Develops and implements business continuity protocols to minimize disruption to business operations in the event of emergency situations or data loss.
- Set objectives and strategies for the IT department.
- Conducts performance evaluations that are timely and constructive.
- Develops and maintains relationships with external IT vendors and service providers.

• ***Information Technology Director***

[7-2021 To 12-2021]

Master Builder Group (MBG)

Real Estate - Construction Industry

CAIRO - EGYPT

Role

- Lead Information Technology department for company IT infrastructure, SAP ERP applications and business applications.
- Advise senior management on strategic systems integration in support of organizational goals and objectives.
- Responsible for all IT Operations, Digital Transformation, and Process Re-Engineer
- Managing Smart Compounds and Smart Building Implementation
- Developing and implementing IT policy and best practice guides.
- Direct and organize IT-related projects (Cloud hosting, SAP ERP, Marketing and Sales Tools, Smart Compound, Community Management)
- Responsibility for the successful and timely delivery of the Program for all phases of IT Projects include Governance, Planning & Control, Resource Management, Risk/Issue Management, Deployment, Testing, Performance/Stress Testing, Business, Operation & Technology Readiness, Program Reporting, and Implementation.
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- Managing and reporting on allocation of IT budget
- Lead IT human capital resource, Provide direction, guidance, and training to IT staff.
- Develops and implements business continuity protocols to minimize disruption to business operations in the event of emergency situations or data loss.
- Set objectives and strategies for the IT department.
- Conducts performance evaluations that are timely and constructive.
- Develops and maintains relationships with external IT vendors and service providers.

• ***Information Technology Director***

[12-2020 To 7-2021]

Maxim Developments

Real Estate Industry

CAIRO - EGYPT

Role

- Lead Information Technology department for company IT infrastructure, ERP applications and business applications.
- Maintains company effectiveness and efficiency by defining and delivering strategic plans for implementing information technologies.
- Develops and implements business continuity protocols to minimize disruption to business

- operations in the event of emergency situations or data loss.
- Set objectives and strategies for the IT department.
- Working with CEO in a business plan regarding information technology
- Selecting and implementing suitable technology to streamline all internal operations and help optimize their strategic benefits
- Developing and implementing IT policy and best practice guides.
- Direct and organize IT-related projects.
- Overseeing and determining period for major IT projects including system updates, upgrades, migrations and outages
- Managing and reporting on allocation of IT budget
- Lead IT human capital resources.
- Conducts performance evaluations that are timely and constructive.
- Develops and maintains relationships with external IT vendors and service providers.

- ***Information Technology Manager***

[11-2019 To 11-2020]

OVO Egypt

FMCG Industry

CAIRO - EGYPT

Role

- Lead Information Technology department to establish the company IT infrastructure, ERP applications and business applications.
- Maintains company effectiveness and efficiency by defining and delivering strategic plans for implementing information technologies.
- Set objectives and strategies for the IT department.
- Working with CEO in a business plan regarding information technology
- Selecting and implementing suitable technology to streamline all internal operations and help optimize their strategic benefits.
- Developing and implementing IT policy and best practice guides.
- Direct and organize IT-related projects.
- Running and sharing regular operational system reports with the CEO.
- Overseeing and determining periods for major IT projects including system updates, upgrades, migrations, and outages
- Managing and reporting on allocation of IT budget

- ***Sr. Group Applications Manager***

[04-2012 To 08-2019]

Dar Al-Mimar Group (DMG) | Mountainview

Real Estate - Construction - Retail - Manufacturing

CAIRO - EGYPT

Role

Lead the ERP/Business Applications automation plan, implementation, and operations as per business requirements and priorities.

- ***Project Management***
- Create project plans, tasks, deliverables, and milestones.
- Work with the Group CITO to hire and assign project resources.
- Assign duties, responsibilities, and scope of authority to the project team.
- Manage project milestones timely and within budget.
- Raise & escalate issues and risks timely and efficiently.
- Implement quality assurance and IT controls.
- Ensure that all phases of the project are properly & successfully implemented on time. Prepares project progress reports and communicates status to the project team and senior management.

Change Management

- Work with functional owners to perform business process analysis (current processes, recommended processes/procedures, reporting requirements) using the appropriate analysis and implementation methodology.
- Work with functional owners to develop procedures and policies.
- Evaluate specific functional requirements & recommend IT best practices.
- Review current processes, future processes, reporting requirements documents with functional owner (s) and obtain appropriate approvals and signatures.
- Evaluate all new proposed business applications for implementation to ensure proper technical integration with other implemented applications.

Sustain

- Ensure that business benefits are realized and communicated within the organization.
- Manage developers "internal or external" to develop required external applications integration to the implemented solution.

Support Role

- Formalizes and enhances applications helpdesk support processes to provide timely and quality service. provides solutions and guidance to resolve more complex problems,
- Manages and ensures compliance with master files standards for the implemented modules.

Projects:

Oracle EBS ERP - SAP ERP - Microsoft ERP - Business Intelligent - Document Management - Feasibility Study - Primavera - Cost Estimations - Custom Applications - BIM - ...etc

Group Companies

- DMG - Management and the Holding Company
- Mountain View (MV)- Real Estate Developer
- Comfort Inn - Real Estate Developer
- Dar Al Mimar Construction - Engineering and construction
- Dar Al Mimar Architecture - Designee and Architect
- IDRAK - Fine Finishing
- CURVE - Landscape
- Key MEA - Facility Management
- Dar Al Mimar Marketing (DMM)- marketing and sales
- Food Lover - Food Manufacturing & Food Concepts
- ACE - Retail Stores

- ***Principle Applications Consultant***

[10-2008 To 03-2012]

- ***Qemmah Consulting And Information Technology***

CAIRO - EGYPT

- Perform Oracle E-Business Suite implementation projects at customer's sites, according to industry standards, and achieving customer satisfaction in line with Qemmah mission and objectives.

Projects

- Crown Prince court - Abu Dhabi - UAE. (Financial)
- Djezzy - Algeria. (Financial- AR Integration)
- Cristal Asfour - Egypt.(Financial)
- Dammam Municipality - KSA. (Fixed Assets)
- I-Score - Egypt. (Financial)
- Nissan Egypt - Egypt. (Financial - Data Migrations)
- Palm Hills - Egypt(Financial- Real Estate Customized Module)
- Tamweel - Egypt (Financial - Mortgage Customized Module)
- Orascom Development - (Real Estate Customized Module Design)

- ***ERP and Project Manager***

[11-2007 TO 06-2008]

SAAD GROUP

Construction - HealthCare - Real Estate - Finance - Banking -Tourism - Manufacturing & Education Industries

ALKHOBAR - SAUDI ARABIA

- Project Manager for the ERP projects (Finance, HRMS, EAM, and Oracle Project) which implementing internally or with partners.
- Develop with partners WBS for the implementation.
- Establishes, supports and promotes project delivery, "best practices".
- Focuses on the quality of the work that is produced for our customers (End Users).
- Participates in contractual arrangements with business managers and other third parties.
- Responsible for all Oracle EBS dally operations & support.
- Manage all Oracle EBS teams.
- Manages project risks and Change requests.
- Record keeping in respect of project activities.
- Participate in the reporting for management information and project analyses reports.
- Responsible for all Oracle integration activity.
- Responsible for vendor management, RFP, Quotations, and Contracts.
- Plan for future enhancements for using Oracle Products.
- Managing non-ERP Projects

Projects

- Saad Trading & Construction.
- Saad Specialist Hospital.
- RFID for hospital
- Maintenance Applications Implementation

- **Service Delivery Manager**

[10-2006 TO 10-2007]

ORACLE CORPORATION

Software Industry

CAIRO - EGYPT

- Initially, Day to Day Situation Management, Reactive Support, Proactive Support.
- Act As a Customer Advocate Inside Oracle.
- Work With Other Business Lines to Improve Customer Service and Foster a Good Working Relationship Between All Lines of Business
- Ownership And Management of Assigned Customer Issues Relating to Oracle Products, Including Responsibility for The Resolution, Escalation and Final Closure.
- Managing The Customers Expectations and Ensuring That Oracle Interaction Gives Them Confidence in Resolve and Ability to Fix the Problems.
- Ensure All Action and Commitments Made to the Customer Fulfilled, and That All On-Going Dialogue with the Customer Is Made Pro-Actively and Timely.
- Advise Management, Global Product Support, And the Critical Accounts Group of Major Issues Relating to the Account.
- Define And Maintain Customer Personal Training and Development Plans.
- Ensure Escalation Channels Are Open and Where Necessary Ensure Appropriate Support Contracts Are in Place.
- Make Constructive Recommendations About Methods of Improving Service or Processes.

- **Senior Applications Consultant**

[1-2005 TO 9-2006]

TMG - TALAT MOSTAFA GROUP

Real Estate Industry

CAIRO - EGYPT

- Delivering Solution & Manage Implementations to All Companies.
- Managing and handle the best solutions for critical issues related to customer Business.
- Lead team for Full Implementation for the Oracle ERP (E-Business suite) - Business

Requirements Definition.

- Organize the Work of Project at A Detailed Level and Provide Guidance and Leadership to Them.

Projects:

Oracle EBS ERP - SAP ERP

- Arab Company for Projects and Urban Development.
- San Stefano Real Estate Investment Co.
- San Stefano Tourism.
- Alexandria & Saudi Tourism Projects Co.
- Nova Park Cairo Co.
- Amaranti El-Nile
- Egyptian for Trading Services Co.

- **Oracle Financial Applications Consultant**

2004 TO 31-12-2004]

MH&P - MGI

[1-5-

Information Systems Industry

CAIRO - EGYPT

- **Network Engineer**

3-2003 TO 30-7-2003]

[1-

ORAIF

JEDDAH - KSA

- **Computer Instructor - Part Time**

6-2002 TO 30-7-2002]

UT CO. (UNITED TRAINING)

[1-

ALEXANDRIA - EGYPT

- **ARMY**

[1-2001 TO 3-2002]

- **Technical Support**

TO 12-2000]

[10-2000

ARAB COMPUTERS SYSTEMS S.A.E

ALEXANDRIA - EGYPT

ATTENDED COURSES

Attended Management Courses

- Team Performance & Goal Setting
- Performance Management
- Management Skills
- Leadership
- IDMG Happiness
- PMP

ATTENDED TECHNICAL COURSES: -

- Oracle EBS Financial Track.
- Use & Implement Oracle CRM Application Foundation.
- Oracle EBS Installation.
- Application Server 10g Administration.
- Oracle Workflow.
- Application Implementation Methodology (AIM).
- Database Administration Workshop 1.
- Oracle Developer Suite 10g.
- Oracle Designer.
- Hyperion Planning & Budgeting
- SAP Level One Training (Navigation & Concept of the My SAP).
- SAP Level Two Training (Financial, Controlling, SAP Project).
- Introduction To Unix O.S
- MCSA
 - o Managing And Maintaining Windows 2003 Server (2274 - 2275).
 - o Implementing, Managing, and Maintaining a Microsoft Windows Server 2003 Network Infrastructure (2276 - 2277).

- o Planning and Maintaining a Microsoft Windows Server 2003 Network Infrastructure (2278).

ATTENDED OTHERS CORE COURSE

- 7 Habits for Highly Effective People.
- Crucial Conversation.
- High Impact Communications & Voice Conversations
- Intensive Financial and Management Accounting.
- Assets & Cash Management.
- Negotiation Skills & Managing Meetings.
- Presentation Skills.
- Business Communication.

PERSONAL INFORMATION

- Date of Birth: 9 - 12 - 1976
- Marital status: Married
- Nationality: Egyptian

EDUCATION

ARAB ACADEMY FOR SCIENCE AND TECHNOLOGY

Alexandria, Egypt

College of Engineering, Department of Computer Engineering

[August 2000]

- Attended Techno- MBA Track in AAST.
- PMP from EMAK Academy - an authorized center for PMI.

LANGUAGES

Arabic English