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TAMER HAMDY EL-SAYED

INTRODUCTION

Technology executive who helps CEOs and boards turn technology into measurable business results, and right now that means getting real value from AI without losing control of it. Over two decades I have led enterprise IT, digital transformation, and AI adoption across real estate, construction, manufacturing, FMCG, technology, public sector, and other industries in Egypt and Saudi Arabia, directing programs and portfolios worth more than 400 million SAR.

My focus now is moving AI from pilots into production. That means agentic AI and automation that cut cost and cycle time, backed by the governance most companies still skip: clear ownership, access controls, and accountability for what automated systems decide. The advantage I bring to AI is what sits underneath it: the enterprise platform delivery across SAP, Oracle, Odoo, Microsoft Dynamics 365, and Salesforce, the governance and cybersecurity, and the PMO discipline that decide whether AI works in production or stalls in a pilot. My Oracle transformation work has been recognized publicly at Oracle executive level as a regional success story.

I work at both ends, advising CEOs on where technology creates competitive advantage and then owning the execution across large, multi-entity businesses.

SKILLS & AREA OF EXPERIENCE

- | | |
|----------------------------|---|
| • IT Strategy & Leadership | • ERP (SAP, Oracle, Odoo, Dynamics 365) |
| • Digital Transformation | • CRM (Salesforce) |
| • Strategic Planning | • Enterprise Architecture |
| • Team Leadership | • Cloud & Data Platforms |
| • Stakeholder Management | • Cybersecurity |
| • Budget Management | • Applied & Agentic AI |
| • IT Governance | • AI Strategy & Governance |
| • Risk & Compliance | • Smart City & IoT |
| • Change Management | • PMO & Project Delivery |

EVENTS ACTIVITY

- **Speaker at ConstrTech 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 & Solutions*** [1-2025 To Current]
- ***VP of Innovation*** [11-2024 To 12-2024]

Leader Group

Technology & Digital Transformation, Public Sector Solutions

KSA & Egypt (Remote)

Lead a 300+ person delivery organization across nine departments, delivering AI, smart-city, and digital-transformation programs for Saudi public-sector and municipal clients, across a portfolio exceeding 400 million SAR.

- Directed delivery of the Al Khobar Smart City program and its Smart City Operations Center, giving municipal authorities centralized, real-time oversight of city services and operations.
- Oversaw a portfolio of AI and smart-municipality solutions delivered to multiple Saudi municipalities, including visual-distortion (visual-pollution) detection, the 940 municipal services platform, cleaning-operations automation, and smart parks.
- Led enterprise digital archiving and records-management programs for government clients, digitizing and centralizing municipal records.
- Built and led the Innovation department, taking AI and automation pilots into production.
- Directed the PMO and Implementation units, standardizing delivery methodology across a large concurrent project portfolio and improving delivery timelines.
- Strengthened Sales and Presales collaboration, increasing RFP and tender win rates.
- Owned Group IT and Cybersecurity, modernizing infrastructure and enterprise-wide resilience.
- Managed vendor relations, budget planning, and technology roadmap development for scalable, cost-efficient operations.

- ***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.
- Assessed technology environments, identified improvement opportunities, and developed strategies to drive business results through technology.
- Provided expert advice on IT infrastructure, software solutions, and technology integration.
- Led technology assessments, gap analyses, and risk evaluations.
- Oversaw digital transformation projects, delivering them on time and within budget.
- Developed and implemented change management strategies to ensure smooth transitions.

Clients:

- OVO Egypt
 - o Started the Microsoft Dynamics 365 ERP implementation.
 - o Set IT department policy and procedures.
 - o Planned IT infrastructure for the new plant expansion phase.
 - o Set cloud strategy.
- Next Academy Technology
 - o Led business development for the recruitment and training platform.
 - o Managed the software engineering and development team.
 - o Defined sales and marketing strategy.
 - o Identified requirements for growth.
- Tameer Ready Mix
 - o Followed up on the ERP implementation.
 - o Set IT department policy and procedures.

- ***Group Information Technology Director*** [4-2022 To 3-2024]

Master Builder Group (MBG)

Real Estate – Construction Industry

CAIRO, EGYPT

Role

- Led the IT department for company IT infrastructure, SAP ERP, and business applications.
- Advised the Group CEO on strategic systems integration in support of organizational goals.
- Responsible for all IT operations, digital transformation, and process re-engineering.
- Managed smart compound and smart building implementations.
- Directed IT projects spanning cloud hosting, SAP ERP, marketing and sales tools, smart compound, and community management.
- Owned end-to-end delivery of IT programs across all phases: governance, planning and control, resource and risk management, deployment, testing, business and technology readiness, and reporting.

• ***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

- Led the IT sector for the group.
- Led an 80+ person IT organization across the group's real estate, hospitality, clubs, malls, and facility-management operations.
- Advised the Group CEO at strategic level on group operations and new projects.
- Analyzed how technologies could benefit the group and improve business processes.
- Responsible for all IT operations, digital transformation, and process re-engineering.
- Managed IT strategy for smart compound and smart building implementations.
- Managed IT strategy for the hospitality operations.
- Led Salesforce CRM and Odoo ERP implementations across the group's real estate, hospitality, and facility-management operations.

• ***Information Technology Director***

[7-2021 To 12-2021]

Master Builder Group (MBG)

Real Estate – Construction Industry
CAIRO, EGYPT

- Led the IT department for company IT infrastructure, SAP ERP, and business applications.

• ***Information Technology Director***

[12-2020 To 7-2021]

Maxim Developments

Real Estate Industry
CAIRO, EGYPT

Role

- Led the IT department for company IT infrastructure, ERP, and business applications.
- Maintained company effectiveness by defining and delivering strategic IT plans.
- Worked with the CEO on the business plan for information technology.
- Selected and implemented technology to streamline operations and optimize their strategic benefit.
- Directed and organized IT-related projects.
- Oversaw major IT projects including system updates, upgrades, migrations, and outages.

• ***Information Technology Manager***

[11-2019 To 11-2020]

OVO Egypt

FMCG Industry
CAIRO, EGYPT

Role

- Led the IT department to establish the company IT infrastructure, ERP, and business applications.
- Worked with the CEO on the business plan for information technology.
- Selected and implemented technology to streamline operations and optimize their strategic benefit.
- Directed and organized IT-related projects.
- Ran and shared regular operational system reports with the CEO.
- Oversaw major IT projects including system updates, upgrades, migrations, and outages.

• ***Sr. Group Applications Manager***

[04-2012 To 08-2019]

Dar Al-Mimar Group (DMG) / Mountain View

Real Estate – Construction – Retail – Manufacturing

CAIRO, EGYPT

Led the group-wide digital transformation of Mountain View, one of Egypt's leading real estate developers, across 11 group companies. The Oracle implementation was recognized publicly by Andres Garcia, Oracle VP for Applications, as a regional success story for its impact on team performance and customer experience.

- Directed ERP and business-applications strategy, implementation, and operations across the group, standardizing on Oracle EBS, SAP, and Microsoft ERP.
- Delivered BIM (Building Information Modeling) for the engineering and construction companies, integrating design and delivery data across the project lifecycle.
- Implemented Oracle Hyperion for enterprise planning, budgeting, and consolidated financial reporting across group entities.
- Rolled out Business Intelligence, Document Management, Primavera, and cost-estimation systems for real estate and construction operations.
- Ran project and change management across the portfolio: process analysis, functional design, QA and IT controls, and benefits realization.

Group companies served: DMG (holding), Mountain View (real estate), Comfort Inn, Dar Al Mimar Construction, Dar Al Mimar Architecture, IDRAK (fine finishing), CURVE (landscape), Key MEA (facility management), Dar Al Mimar Marketing, Food Lover (food manufacturing), ACE (retail).

- Oracle recognition (LinkedIn): [Oracle executive recognition](#)

• ***Principal Applications Consultant***

[10-2008 To 03-2012]

Qemmah Consulting And Information Technology

CAIRO, EGYPT

- Performed 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

AL KHOBAR, SAUDI ARABIA

- Project Manager for the ERP projects (Finance, HRMS, EAM, and Oracle Project) implemented internally or with partners.
- Managing non-ERP Projects

Projects

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

• ***Service Delivery Manager***
ORACLE CORPORATION

[10-2006 TO 10-2007]

Software Industry

CAIRO, EGYPT

- Acted as customer advocate inside Oracle, owning assigned customer issues for Oracle products through resolution, escalation, and closure.
- Worked across Oracle business lines to improve customer service and manage expectations on critical accounts.

• ***Senior Applications Consultant***
TMG – TALAT MOSTAFA GROUP

[1-2005 TO 9-2006]

Real Estate Industry

CAIRO, EGYPT

- Led full-cycle Oracle E-Business Suite (ERP) implementations across the group, from business-requirements definition through delivery.

Projects:

Oracle EBS ERP - SAP ERP

- Arab Company for Projects and Urban Development.
- San Stefano Real Estate Investment Co.
- Alexandria & Saudi Tourism Projects Co.
- Egyptian for Trading Services Co.

PROFESSIONAL DEVELOPMENT

Enterprise systems: Oracle E-Business Suite (Financials, CRM, Workflow, AIM, DBA), Oracle Hyperion Planning & Budgeting, SAP (Financials, Controlling, Project).

Leadership & management: Leadership, Performance Management, 7 Habits, Crucial Conversations, Negotiation, Business Communication, MBA Track in AAST.

Foundation: MCSA (Windows Server), Unix, PMP Preparation.

PERSONAL INFORMATION

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

EDUCATION

ARAB ACADEMY FOR SCIENCE AND TECHNOLOGY

Alexandria, Egypt

B.Sc. in Computer Engineering, College of Engineering

[August 2000]

LANGUAGES

Arabic (native) English (fluent)