AYMAN ISMAIL

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Ayman Ismail is the Abdul Latif Jameel Endowed Chair of Entrepreneurship and Assistant Professor at the American University in Cairo School of Business and the founding Director of the AUC Venture Lab, which was recognized as a high impact university business incubator in Africa (2014) and MENA (2015) by UBI Index.

His areas of research and expertise focuses on entrepreneurship and venture capital in emerging markets; economic development in the Middle East; industrial strategy; international technology diffusion and knowledge transfer to developing countries; technology policy and innovation; and political economy of development. He is currently leading a research team to conduct the Global Entrepreneurship Monitor (GEM) study on Egypt. The GEM study is the largest global study of entrepreneurship conducted annually to assess the entrepreneurial activity, aspirations and attitudes of individuals across more than 100 countries. He is currently working on designing a number of entrepreneurship education programs in the region, and is introducing the first Arabic Massive Open Online Course (MOOC) on entrepreneurship in the Arab region. He is also active in Executive Education for a number of corporate, as well as open enrollment programs at AUC, targeting senior executives on issues of strategic management. Dr. Ismail was awarded the Excellence in Teaching Award (2015) and the Excellence in Service Award (2013) by the AUC School of Business. For three years (2011-14) he led the School’s Entrepreneurship and Innovation Program (EIP), which contributed to the creation of an entrepreneurship ecosystem at AUC and Egypt and created more than 40 community partnerships that impacted more than 6,000 young entrepreneurs.

Dr. Ismail is a former Research Fellow at the Belfer Center for Science and International Affairs at the Kennedy School of Government in Harvard University. He received his PhD in International Economic Development from the Massachusetts Institute of Technology (MIT), where his research focused on entrepreneurial finance in the MENA region. He also holds a bachelor degree in engineering and an MBA from the American University in Cairo, and a master degree in city planning and geographic information systems from MIT.

Dr. Ismail has a broad multidisciplinary experience in entrepreneurship, economic development, business strategy, city planning and technology based on professional practice and academic research. He is a co-founder and Managing Partner at Enovio Consulting, a management & strategy consulting firm operating in the US and the Middle East. Prior to that, he was a consultant in McKinsey & Company’s Business Technology Office, based in New York for several years. He has advised senior management in leading Fortune 100 companies, fast-growing startups, government agencies, and non-profits on key organization, operations and technology issues. He has also consulted and conducted research for international organizations such as the World Bank, IFC, UNCTAD, USAID, and GIZ, as well as multiple US government agencies.

In 2012, Dr. Ismail was selected as a Young Global Leader (YGL) by the World Economic Forum (WEF). He is a co-founder and member the Board of Directors of Nahdet El-Mahrousa, a leading non-governmental/non-profit organization incubating social entrepreneurs and community initiatives targeting social, economic and cultural development in Egypt. He is also an active Endeavor mentor, advising high-impact entrepreneurs and their startup ventures in Egypt. Endeavor is a global non-profit supporting high-impact entrepreneurship as the leading force for sustainable economic development. He sits on the governmental e-commerce advisory board managed by ITIDA. He also a co-founder, angel investor and board member of a number of fast-growing startups in mobile payments, logistics, bio-technology, and digital advertising.

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## ACADEMIC EXPERIENCE

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| 2011-current | **AMERICAN UNIVERSITY IN CAIRO (AUC)**  **Abdul Latif Jameel Endowed Chair of Entrepreneurship and Assistant Professor**  **AUC School of Business, Department of Management**   * Teaching graduate (MBA, Executive MBA) and undergraduate entrepreneurship and management courses. Received the School’s annual **Award of Excellence in teaching** (2015):   + **MBA:** Entrepreneurship and Innovation, Business Consultancy, Business Model Innovation (new course design and delivery)   + **Executive MBA:** Entrepreneurship and Innovation (new course design and delivery), Capstone Project (new course design and delivery)   + **Undergraduate:** Entrepreneurship and Small Business Management, Entrepreneurship and Innovation, Entrepreneurial finance (new course design and delivery), Business Consultancy, Entrepreneurship Lab: Developing and Launching a New Venture (new course design and delivery), Fundamentals of Management * Founded the **AUC Venture Lab**, a university-based incubator for innovative startups.   + AUC Venture Lab was selected among the top five university incubators in Africa (2014) and MENA region (2015).   + Over three years and 6 acceleration cycles, AUC Venture Lab has **incubated 55 startups**, which have collectively **generated more than LE 38 million in revenues, raised more than 26 million in funding, and generated more than 376 jobs.** * **Secured more than $1 million in funding** for research and AUC Venture Lab activities over the past 3 years from multiple corporations and foundations, e.g., Arab African International Bank (AAIB), SODIC, Commercial International Bank (CIB), General Electric (GE), the World Bank Group, and USAID. * **Delivered the first free Arabic massive open online course (MOOC) on entrepreneurship** (2015), offered on the edraak.org platform, attracting **more than 20,000 participants from all over the Arab region**. * Leading the **Entrepreneurship and Innovation Program (EIP)** (2011-2014) at the School of Business. EIP leads the School’s activities to promote and develop the entrepreneurial ecosystem at the University and Egypt at large through local and international partnerships, organizing and hosting business plan competition and other lectures and events. The program created more than 40 community partnerships that impacted more than 6,000 youth through training, business plan competitions, startup support and mentorship, and other activities. * **Executive Education:** designing a number of company specific programs for corporate clients in Egypt and the region. Co-designing the School’s flagship Advanced Management Program, which was ranked by the Financial Times open enrolment programs. * Delivering a number of executive programs on economic development, multi-stakeholder negotiation, and policy development for the **School of Global Affairs and Public Policy (GAPP).** * Leading a research team conducting the **Global Entrepreneurship Monitor (GEM)** report in Egypt. GEM is the largest global study of entrepreneurship with more than 100 countries participating. |

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| 2009-2010 | **HARVARD UNIVERSITY**  **Research Fellow**  **Kennedy School of Government,** Belfer Center for Science and International Affairs   * Conducted research on entrepreneurial finance, private equity and venture capital in Egypt and the MENA region. * Contributed to the academic and intellectual community: organized a panel in the annual group conference; presented my research in the group seminar series; and advised/ mentored a number of graduate students on their thesis research covering MENA topics. |

## EDUCATION AND RESEARCH

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| 2005-2009  2006-2007  2005-2006 | **Massachusetts Institute Of Technology (MIT)** PhD in International Economic DevelopmentInternational Development Group, Department of Urban Studies and Planning*Dissertation* on the impact of Private Equity and Venture Capital in emerging markets on economic development, using a case study of Egypt and the Middle East & North Africa (MENA) region.  * *Dissertation Committee:* Prof. Alice Amsden (advisor), Prof. Karen R. Polenske, Prof. Antoinette Schoar.  *Research interest* in entrepreneurial finance, financial development and private equity in emerging markets; venture capital and entrepreneurship; economic development in the Middle East; industrial strategy; international technology diffusion and knowledge transfer to developing countries; technology policy and innovation; and political economy of development.  * *Coursework* included advanced micro-economics, economic development theory and policy, quantitative and qualitative research methods, and economic history of the Middle East.  *Research Assistant to Prof. Karen R. Polenske:* working with the US Department of Agriculture (USDA) to investigate the relationship between food security and energy using US regional accounts and economic modeling.*Research Assistant to Prof. Karen R. Polenske and Prof. Joseph Ferreira, Jr.: w*orking with the Appalachian Regional Commission (ARC) to investigate the economic development prospects of Appalachian counties with low economic performance using econometric and spatial analysis. |

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| 1997-1999  1998-1999  1997-1998 | **MASSACHUSETTS INSTITUTE OF TECHNOLOGY (MIT)** Master in City PlanningAwarded Departmental Scholarship  * *Specialization* in Planning Support Systems and Geographic Information Systems. * *Course work* included knowledge management, quantitative analysis, micro-economics, software engineering, database design, geographic information systems (GIS), multimedia development, urban policies, and planning institutions and processes in developing countries. * *Research Assistant* to Prof. Joseph Ferreira, Jr.: working on the NASA Urban Respiration project. Developed a distributed Geographic Information System for analysis and modeling of air pollution and its impact on metropolitan areas; and supported collaboration among five national research centers. * *Lab Assistant*, MIT DUSP Computer Resource Lab. |

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| 1995-1997 | **THE AMERICAN UNIVERSITY IN CAIRO (AUC)** Master of Business Administration (MBA) with High Honors  * *Course work* included finance, micro-economics, international management, marketing, management information systems, and business strategy * *Teaching Assistant* for management courses with Prof. Sherif Kamel, Prof. Sami El Akabawi: Business Information Systems Analysis and Development, Office Automation, Business and Society, and Management of Data Processing. * *Lab Assistant*: Multi-Media Lab and Management Computer Lab |
| 1990-1995 | **THE AMERICAN UNIVERSITY IN CAIRO:** Bachelor of Science (BSc) in Engineering with High Honors **Top of Construction Engineering Class**   * *Major* in Construction Engineering. *Minor* in Computer Science. * *Advanced course work* in finance, management and control of large engineering projects. |

## HONORS AND AWARDS

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| 2015 | **AUC School of Business: Excellence in Teaching Award** |
| 2012  2013  1999  1997-1998  1997  1995,96,97  1993,94,95  1992,93,94,95 | **Young Global Leader Award by the World Economic Forum**  **AUC School of Business: Excellence in Service Award**  **MIT Presidential Scholarship**  **MIT Departmental Scholarship Award**  **British Chevening Scholarship Award**  **Graduate Merit Fellowship**, School of Business & Economics, AUC  **Academic Honor Award,** School of Science and Engineering, AUC  **Top of Construction Engineering Class Award**, School of Science and Engineering, AUC |

**PATENTS**

Ayman Ismail et al., Patent, "COMPUTING SYSTEM AND METHOD FOR AUTOMATING CREDITING ASSOCIATED WITH PAYMENTS TO COLLECTORS", 61/989,347, Provisional, United States. (Application: May 6, 2014).

**ACADFEMIC PUBLICATIONS**

Ayman Ismail, Seham Ghalwash and Ahmed Tolba (forthcoming 2017). “What Motivates Social Entrepreneurs to Start Social Ventures? An Exploratory Study in the Context of a Developing Economy" Social Enterprise Journal.

Ayman Ismail and Sherif Yehia (2016). Varieties of Entrepreneurs: The Entrepreneurship Landscape in Egypt. In Nagla Rizk and Hassan Azzazy. Entrepreneurship and Innovation in Egypt. AUC Press, Cairo, 2015.

Ayman Ismail (2016), Building a University-Centered Entrepreneurship Ecosystem: A case study of the Entrepreneurship Ecosystem at the American University in Cairo. In Nagla Rizk and Hassan Azzazy. Entrepreneurship and Innovation in Egypt. AUC Press, Cairo, 2015.

Ayman Ismail (forthcoming 2016), "Crave Restaurants: An Egyptian Case Study in Trial and Error," IBIMA Publishing, King of Prussia, PA, USA.

Ayman Ismail (forthcoming 2016), "Delicious Bakery, Egypt: A Case Study in Rapid Growth," IBIMA Publishing, King of Prussia, PA, USA.

Ayman Ismail (forthcoming 2016), "TA Telecom: Innovation in a Rapidly Changing Industry," IBIMA Publishing, King of Prussia, PA, USA.

Ayman Ismail and Sherif Kamel (2014), "EIP@AUC: A Case Study of a University-Centred Entrepreneurship Eco-System in Egypt," (Radwan A. Kharabsheh, Ed.), Reading, UK: Academic Conferences & Publishing International Ltd.

Ayman Ismail (2014), "Financing Social Enterprises in Egypt," Cairo, Egypt: American University in Cairo John Gerhart Center for Philanthropy and Civic Engagement.

Ayman Ismail and Sherif Yehia (2014), "Do Incubators Actually Help Entrepreneurs in Emerging Markets? The Case of Egypt," Proceedings of The 2nd International Conference on Innovation and Entrepreneurship ICIE‐2014, (Vincent Ribière, Lugkana Worasinchai, Eds.), Reading, UK: Academic Conferences and Publishing International Limited.

“Are Private Equity Firms in Emerging Markets Entrepreneurial? A Case Study of Egypt,” Working Paper, Harvard Kennedy School, Cambridge, Massachusetts, 2010.

“Should Private Equity in the Middle East and North Africa Be Regulated? The Case of Egypt,” Policy Brief, Harvard Kennedy School, Cambridge, Massachusetts, 2010.

“Is Private Equity the Next FDI? The Case of Egypt & the MENA Region,” Policy Brief, Dubai School of Government, Dubai, UAE and Harvard Kennedy School, Cambridge, Massachusetts, 2010.

*Private Equity and Venture Capital in Emerging Markets: a Case Study of Egypt and the MENA Region,* (Unpublished Doctoral Dissertation), Massachusetts Institute of Technology, Cambridge, Massachusetts, 2009.

“U.S. Energy Consumption and Food Distribution,” *Proceedings from AGA’08: the Association of American Geographers 53rd Annual Meeting*, with Karen R Polenske, Sonya Huang, Pat Canning, and Arnold Waters, Boston, Massachusetts, 2008.

“The Geography of Food Distribution in the United States and Feasibility of Food System Localization,” *Proceedings from RSAI’08: the 56th Annual North American Meetings of the Regional Science Association International*, with Sonya Huang, Patrick Canning, Karen R Polenske and Arnold Waters, New York City, New York, 2008.

“A Model for Estimating Food Distribution Requirements in the U.S. and Implications on Food Security.” *Proceedings of the Association of Collegiate Schools of Planning – Association of European Schools of Planning (ACSP-AESOP) 4th Joint Congress*, with Sonya Huang, Karen R Polenske, Patrick Canning, and Arnold Waters, Chicago Illinois, 2008.

“Economic Base Modeling of Hub and Spoke Growth Patterns,” In *Sources of Regional Growth in Non-Metro Appalachia,* A report prepared for the Appalachian Regional Commission, Washington, DC, 2007.

“Spatial Influences in County Economic Performance,” In *Sources of Regional Growth in Non-Metro Appalachia,* A report prepared for the Appalachian Regional Commission, with Joseph Ferreira, Jr. and Zhijun Tan, Washington, DC, 2007.

“Measures and Indicators of Economic Development in Successful Developing Countries,” Input Paper for the *2006* ***Least Developed Countries (LDC) Report: Developing Productive Capacities***, United Nations Conference on Trade and Development (UNCTAD), Geneva, Switzerland, 2005.

“The Role of Trade Centers in Regional Economic Development,” *Proceedings of the Association of Collegiate Schools of Planning (ACSP) 46th Annual Conference, Kansas City*, Missouri, 2005.

“Key Investment Problems Facing Five Sectors in the Egyptian Economy,” input paper to the *Egypt Investment Climate Assessment Report*, Investment Climate Advisory Services (FIAS), The World Bank Group, Washington, DC, 2004.

“When Computers Learn to Talk: A Web Services Primer,” with Samir Patil and Suneel Saigal, *The McKinsey Quarterly*, New York, New York, 2002.

“Distributed GIS for Monitoring and Modeling Urban Air Quality” with Chen-Hsiang Yeang, Joseph Ferreira, Jr., (in Italian) *Urbanistica Journal*, 114(1), p. 177, 2000.

“Distributed GIS for Monitoring and Modeling Urban Air Quality,” with Chen-Hsiang Yeang and Joseph Ferreira, Jr. in *Proceedings of the 6th International Conference in Urban Planning and Urban Management (CUPUM),* Venice, Italy, September 1999.

*A Distributed System Architecture for Spatial Management to Support Engineering Modeling*. (Unpublished Master’s Thesis). Massachusetts Institute of Technology, Cambridge, MA, 1999.

“Metropolitan Boston Housing Partnership-MBHP Client Tracking Information System,” *Proceedings of the Urban and Regional Information Systems Association (URISA) Annual Conference*, Charlotte, NC, 1998.

**ONLINE & NON-ACADEMIC PUBLICATIONS**

“Entrepreneurship in Egypt: from startups to scale-ups: looking at the challenges and possible solutions”, AUC Business Review, Summer 2015.

“The flabby state: administrative reforms and the challenges of development in Egypt.” Al-Malaf Al-Masry, Al-Ahram Center for Political and Strategic Studies, June 2015.

“Untapped Opportunity: Entrepreneurship offers a viable driver of growth that could help combat Egypt’s rampant unemployment”, AUC Business Review, Spring 2013.

“Access-To-Finance: an Analysis of Egyptian Firms”, wamda.com, retrieved from: http://www.wamda.com/#/content/72732, August 2010.

“Access-To-Finance, Entrepreneurship and Economic Development”, wamda.com, retrieved from http://www.wamda.com/#/content/72714, August 2010.

“Developing Strategic Capabilities for High-Growth”, Endeavor Egypt Blog: Thoughts and Articles on High-Impact Entrepreneurship, retrieved from *http://endeavoreg.wordpress.com/2010/05/27/e-resource-2-developing-strategic-capabilities-for-high-growth*, May 2010.

“PE Firms Ready for Summer 'Sale' Season”, Interview in Emirates Business by Shuchita Kapur, retrieved from *http://www.emirates247.com/2.266/investment/pe-firms-ready-for-summer-sale-season-2009-05-12-1.31948*, 12 May 2009.

“Equity Matters”, Al-Ahram Weekly (Beyond: A Quarterly Supplement/Public Policy Journal), retrieved from *http://weekly.ahram.org.eg/2008/893/sc010.htm*, April 2008.

“Before a New Social Contract”, Al-Ahram Weekly (Beyond: A Quarterly Supplement/Public Policy Journal), retrieved from *http://weekly.ahram.org.eg/2008/919/sc11.htm*, October 2008.

## PROFESSIONAL & ENTREPRENEURIAL EXPERIENCE

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| 2013-Current | PayMob Solutions, Cairo, Egypt *Co-founder and Chairman of the Board:* PayMob Solutions is an innovative startups providing patented mobile payment solutions to the e-commerce industry, mobile operators and merchants. The company received series A investment and has launched multiple products in digital payments. |
| 2014-Current | Ready-to-Ship (R2S) Logistics, Cairo, Egypt *Co-founder and Chairman of the Board:* R2S Logistics is an innovative startup provides logistics services for the fast-growing e-commerce industry in Egypt and the region. The startup received angel investments and is currently growing its service footprint in Egypt. |
| 2014-Current | D-Kimia, Cairo, Egypt *Board member:* Di-Kimia is the first bio-technology startup to be spun of the AUC science labs. Led by Dr. Hassan Azzazy, a renowned chemist, and CEO Karim Hussein, a seasoned executive, the company is working on securing a low-cost diagnostics solution for Hepatitis C and other diseases. |
| 2007-2011 | Enovio Consulting, Cambridge, MA*Co-founder and Managing Partner:* Conducted business development and business building activities; negotiated, structured and led multiple consulting engagements, including:  * Designed a **technology strategy** and **operational transformation program** for the New York Times Company, covering their traditional newspaper business and the rapidly growing digital businesses. * Advised the team working on launching the **New York Times online pay-model** to implement a payment system for news on digital platforms including web, mobile devices and ipad: * Conducted competitive marketing analysis of a number of online content providers, newspapers and e-commerce sites; and * Supported the implementation team in defining the business and technical requirements for the new online billing platform. * Advised a **startup company in the environmentally-friendly building material and carbon offset trading business** through multiple business planning and building activities: * Supported due diligence and negotiations with a potential R&D partner and international investors; * Conducted market scan for innovative technologies in the Green Concrete space; identified and prioritized potential technology partners; and * Supported the CEO in multiple fund-raising pitches to potential angel investors. * **Created a business strategy and growth roadmap for a fast-growing Egyptian healthcare IT startup**, in preparation for second round fund raising. Defined a product roadmap, target growth markets, required investments and operational capabilities for growth and prepared pitch documents for potential investors. * Developed **value proposition, business proposal and communication strategy for an Indian offshore IT services firm** for multiple bids presented to two US and European leading banks. * Developed a **growth strategy for a specialty fashion retailer** to grow their revenues from $400m to $1 billion over 3-5 years and worked with the COO to **create and launch a business transformation program**: * Assessed strategic business capabilities for growth, including organizational structure, operations and processes, systems and technology, and culture; * Conducted industry analysis and market research to benchmark client against 16 fast-growing companies in the fashion retail business. Examined their organization, financials, operations, and growth strategy for best practices and lessons learned; * Redesigned the business processes for merchandizing functions, including buying, demand planning, and allocating. Created detailed operational process and manuals, decision making rules, and reporting requirements based on industry best practices; and * Supported management team in change management and transition from existing processes towards best practices. * Conducted market research to **validate the value proposition and assess the market potential** for two new innovative medical devices for a Boston-based startup company. * Designed and implemented (over 14 months) a **comprehensive operational transformation program to upgrade four Egyptian automotive manufacturers** to meet Mercedes Benz international standards, based on lean manufacturing techniques. |
| 2004-2005 | World Bank, Washington, DC*Consultant to the Investment Climate Advisory Services Group (FIAS):*   * Assessed the **key investment problems facing five sectors in the Egyptian economy** as part of a comprehensive “investment climate assessment” study conducted by the World Bank for the Egyptian Ministry of Investment. * Conducted interviews and led workshops with over 80 leading businessmen in Egypt; synthesized key sector-specific issues in a report and presentation for senior government and private sector decision makers. |
| 2000-2004 | McKinsey and Company, New York, NY and Stamford, CT*Senior Consultant:*   * Served senior clients in Fortune 100 companies, government, and non-profits on strategy formulation, program design and implementation in more than twenty client studies. * Managed McKinsey and senior client teams to define and articulate actionable client recommendations. * Designed and implemented quantitative and qualitative fact-based research, analysis and modeling. * Communicated with, and presented key recommendations to senior client executives * Led multiple internal McKinsey research and knowledge development initiatives producing over twenty internal and external publications. * Crafted and presented multiple client development proposals for core and new clients, working with senior McKinsey partners.   **Conducted over twenty client engagements addressing key strategy, organization, operations and technology management issues, within the media/hi-tech, healthcare, and financial services**, including: |
|  | Key client engagements in **media and hi-tech**:   * Assisted the new Chief Information Officer (CIO) of a global media company to **develop and launch a new technology agenda** across three dimensions: assessing opportunities for cost reduction and performance improvement in the IT organization, building a new organizational structure to respond to business changes, and evaluating opportunities for product rationalization and systems consolidation in several countries. * Designed a **business strategy for a fast growing software company** to provide web integration solutions for legacy systems in financial institutions. Developed a product definition and value proposition for the new business, and conducted a strategic scan for acquisition and partnership targets. * **Built a Shared Services organization for 26 local newspapers** to leverage their economies of scale and improve service provisions in areas of Information Systems, Accounting, Payroll, Strategic Purchasing, and Call Center. * Assisted senior management in a global media company in implementing a **post-merger IT cost management program** to contribute **$50-60 million cost savings**; and identified technology enabled growth opportunities across combined companies.   Key client engagements in **financial services**:   * **Improved cost performance for a leading private label credit card business**, focusing on the technology organization, including infrastructure, application development, and project prioritization process.  Crafted and implemented a Service Excellence program for a major global financial institution post re-organization. Launched multiple operational improvement initiatives focusing on technology infrastructure, and designed and prototyped a comprehensive metrics and management reporting effort.  * Assessed financial, operational and technology risks and **improved reliability for the primary order routing platform in a leading investment bank**; including review of the organizational resources, operational plans, technical architecture, testing strategy; and crafting a comprehensive strategy and communication plan for disaster recovery.   Key client engagements in **healthcare and pharmaceuticals**:   * Crafted a strategy and business case for a large insurance player to assess the opportunity to **develop a new offering for an emerging high-growth market segment**. This included assessing the operational and technology capabilities, and developing an approach to operationalize the new strategy. * Created the baseline for a **3-year strategic technology roadmap for a pharmaceutical distributor**. Identified opportunities for organizational improvement and capturing new business benefits of Enterprise Resource Planning (ERP) investments, and assessed the impact of potential business model changes on the future technology architecture and organization.  Helped a startup in the bio-pharmaceutical supply chain management/procurement space assess the attractiveness of, and build a business model for a life sciences supply chain solution. This included crafting the value proposition for customers and suppliers, and assessing potential market size and partnership opportunities.  * Created the blueprint for a new company to provide **shared services for three leading hospitals in Canada**. Defined the value proposition and business model, created business plan, technology migration plan and service level agreements (SLAs).   Key client engagements in the **non-profit sector** (pro bono):   * Built the technological and organizational capabilities for a non-profit online philanthropy portal. Hired the Chief Technology Officer (CTO) and new development team; assessed technology capabilities and web portal architecture, and reviewed partnership opportunities with systems implementation companies. |

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| 1995-1997 | Mimar, Consultants in Architecture and Planning, Cairo, Egypt *GIS/CAD Computer Lab Manager:*   * Established and managed a new computer lab for Geographic Information Systems (GIS) and Computer Aided Design (CAD) lab to **support multiple ($7 million) engineering, regional and city planning projects** in the Middle East (Saudi Arabia, Egypt).   *Engineer:*   * Managed a research team to collect and document historical and architectural field data for the landmark restoration project of the Madina Railway Station in Saudi Arabia. Research work included field interviews and research in Saudi Arabia, Jordon, Syria and Turkey. |
| 1994 | Asea Brown Boveri (ABB), Cairo, Egypt  * *Trainee* in civil engineering and quality control departments in a major power generation infrastructure construction project in Egypt. |
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## PROFESSIONAL AFFILIATIONS

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| 1995  1998  1998  1998 | **Registered Professional Engineer**, Egypt Engineers Syndicate, member since 1995.  **American Planning Association (APA)**, member since 1998.  **Urban and Regional Information Systems Association (URISA)**, member since 1998. American Society of Civil Engineers (ASCE), member since 1998. |

## COMMUNITY SERVICE AND LEADERSHIP

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| 2014-current | **American Chamber of Commerce**, Cairo, Egypt  Member of the Entrepreneurship and Innovation Committee, and leading task force on ecosystem mapping. |
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| 2010-current | **Endeavor Egypt**  Mentor for high-impact startups. Advisory Board member for two startups in book retailing and healthcare insurance. |
| 2014-2016 | **Board Member, Rise Up Egypt NGO, Boston, Massachusetts.**  Connecting social entrepreneurs in Egypt and the US, working to address developmental challenges in Egypt. |
| 2004-Current  2004-2006 | **Nahdet El-Mahrousa NGO**  **Co-founder and elected Board member of Nahdet El-Mahrousa,** a leading non-profit organization promoting economic and human development in Egypt through social entrepreneurship.  **Envisioned, implemented and led a youth mentoring program** to develop leadership skills in high-potential young Egyptian students and young professionals. |
| 2002-2004 | **Egyptian American Community Foundation**  **Planning Manager and member of the President Circle** in the Egyptian American Community Foundation, a US-based non-profit supporting development, education and healthcare programs in Egypt, and supporting the Egyptian community in the US. |
| 1995-1997 | Represented Egyptian youth in **3 United Nations Global Summits** addressing issues of population and development, urban development, and global environmental policies; presenting Egyptian perspectives through regional caucuses, policy papers and conference resolutions:   * International Conference on Population and Development, Cairo 1995. * United Nations City Summit: Habitat for Humanity, Istanbul 1996. * United Nations Conference on Sustainable Development, New York 1997. |
| 1994-1996  1997 | **International Association of Students of Economics and Management (AIESEC)**  Elected Vice President for AICSEC AUC and AIESEC Egypt   * **Providing international traineeship and exchange opportunities** among students from Egypt and 80 other countries. * **Organizing Committee President for the International Trainers Congress 1997**, a leadership training conference for 70 students from over 30 countries focusing on leadership and mentoring. |
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