HANY M. ALMANSOUR, MS

Guided the transformation of Internet operations within Saudi Arabia & the Gulf Region

With a passion for leading business to new performance levels and the drive to improve telecom operations throughout Saudi Arabia and the Gulf Region, Hany Almansour is a star in the making. Already an acknowledged industry thought leader, Hany possesses more than 14 years of achievement in start-up and well-established companies, and has earned multiple promotions into progressively responsible leadership roles with the 2 largest Saudi telecommunications companies.

His rapid rise into senior management stems from 3 key aspects of Hany's character. First, he is a gifted problem-solver with a creative bent who approaches challenges with a fresh perspective born of his whole-brained leadership strengths. Second, he is an assertive interpersonal influencer who excels at building and leading teams and courting buy-in to new ways of doing business. Third, and perhaps most importantly, he is an exceptional strategist with the rare ability to drive ideas from conception to on-time, on-budget completion.

These assets were evident throughout Hany's 9-year tenure with Saudi Telecom Company (STC). As a **Senior Internet Technology Specialist** with STC, he played a key role in the start-up and build-out of the SaudiNet launch as a leadership team member. He personally led the design and best-in-class rollout of what would be later recognized as the best ISP in the Kingdom. By leveraging Open Source solutions, Hany not only led the ISP to on-time, on-budget success, he also set the stage for seamless future expansion.

One particular story from this part of Hany's career captures the essence of his talents. In agreement with his ISP peers, he committed to implementing explicit proxy technology. Three days prior to rollout, however, he recognized that the team was about to make a potentially disastrous decision. He immediately reversed his position, and designed and implemented a new system and network from scratch within 3 days.

Rapidly promoted to **Internet Team Leader** and **Information Security Manager** of STC's Internet Operations Division, Hany spearheaded mission-critical product transformations, while restructuring the Kingdom's Internet gateway, forging a new data center, and leading a key migration from an education and research institute to STC's network. Along the way he enabled a 10X boost in Saudi Arabian Internet traffic within the first year.

Hany joined Etihad Etislat/Mobily as their **Internet Gateway Manager** in 2008 and was once again quickly promoted, this time to **Executive Manager of Mobily Project & Solution Support** in 2010. In these solution design and execution roles, he:

- *Out-classed Mobily's chief competitor and surpassed their product installation performance* (+1K in 1 year) in third-party locations. Cut company-wide implementation from 2 weeks to 1-3 days and nudged weekly rollouts from 15 to 50.

- *Doubled project execution capacity*, leading the transformation of Mobily's program and project management practices. Collaborated on a department-wide, end-to-end revamp.

- *Catalyzed a 4G network upgrade and expansion*, guiding a 9-month project encompassing 2,500 sites. Catalyzed on-time network upgrade/expansion and triumphed over implementation issues to fuel the on-time finish of a supposedly "impossible" delivery.

- *Reduced Mobily CABEX +90% and OPEX 70%* through creation of a new carrier-class filtering solution that produced 20M SAR in new annual revenue for an allied firm.

- *Earned Mobily recognition as the first Saudi Arabian provider to build a TD-LTE on a global basis.*

Hany earned his MS in Computer Engineering and his BS in Computer Science from King Saud University, where he developed the concept for maximizing distributed computing and implemented SSL protocol for an Arabic web browser.

As a conceptually innovative leader, Hany has built an exceptional career directing +50-member cross-functional teams with budgets up to 500M SAR. As a visionary change champion, he drives operational excellence and cost containment solutions. In short, Hany Almansour is a man who dreams big and consistently out-performs even the most ambitious business objectives.