

# Husam Yaghi, PhD

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Bilingual (English/Arabic), USA Citizen and Saudi permanent resident. Seasoned C-suite executive with 35+ years spearheading the ICT sector, seamlessly merging theoretical acumen with real-world execution. Demonstrated mastery in leading cross-functional teams, orchestrating multi-billion-dollar portfolios, and pioneering transformative initiatives across diverse landscapes. Renowned for aligning cutting-edge technology with strategic business imperatives. Recognized for driving revenue growth.

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## EXPERIENCE

**Mawarid Digital Communications Group – Senior Consultant to CEO** **Riyadh, KSA** **2023 – Present**  
*MDCG is a member of the conglomerate Mawarid Holding which owns AmEx Saudi Arabia, Salam Telecom, Orbit, and many other companies.*

- **Frontier Technologies Trailblazer:** Conceptualized and customized a local large language model which was trained on a local dataset, poised to boost efficiency and productivity by 15%.
- **Metaverse Architect:** Masterminded a groundbreaking metaverse city integrating 8 physical businesses, unlocking unprecedented synergies and revenue streams.
- **Cryptocurrency Innovator:** Engineered a utility cryptocurrency to facilitate seamless transactions within the metaverse ecosystem, driving adoption and engagement.
- **C-Suite Collaborator:** Partnered with CEOs of operating companies to align technology strategies with business goals, fostering a culture of innovation and agility.
- **Strategic Investment Advisor:** Advised on strategic investments in emerging technologies.
- **M&A Catalyst:** Led rigorous due diligence for potential acquisitions, ensuring alignment with strategic objectives and maximizing value creation.
- **Market Intelligence Maestro:** Conducted in-depth market research to identify untapped opportunities and inform data-driven decision-making.

**Interactive Smart Communications - CEO** **Riyadh, KSA** **2020 – 2023**  
*ISC was founded by Husam Yaghi under the Mawarid Digital Communications Group.*

- **Dual Leadership, Exponential Impact:** Served as CEO of ISC and simultaneously ISF which was the fintech company to obtain a license from the regulator SAMA for its lending platform.
- **Strategic Visionary:** Defined the company's mission and strategic plan, propelling it towards unprecedented success.
- **High-Performance Culture Champion:** Cultivated a culture of excellence, overseeing a team of 600+ employees and inspiring peak performance.
- **Sales Dynamo:** Empowered and mentored the sales team, achieving revenues exceeding SAR 25 million through strategic initiatives and relationship-building.
- **Fintech Innovator:** Designed and implemented B'Aman, a revolutionary insurance value-added services system, and a licensed payment system, expanding the company's capabilities and market reach.
- **Regulatory Compliance:** Obtained license for a locally designed and built the first of its kind lending marketplace for SME's in Saudi Arabia.
- **Integration Architect:** Orchestrated seamless post-merger integration, maximizing synergies and accelerating growth.
- **Growth Catalyst:** Consistently surpassed revenue expectations through strategic initiatives and relentless execution.
- **Operational Efficiency Expert:** Reduced operational costs under budget through process optimization and resource allocation mastery.
- **Contact Center:** Managed an outsourcing contact center which served major clients including Salam Telecom and Zain Telecom.

**Alhamrani Group – Chief Technology Officer****Jeddah, KSA****2005 – 2020**

*Renowned diversified group of eight companies; including the sole distributorship of Nissan cars, Ingenico point of sale, Fuchs lubricant, and others.*

- **Digital Transformation Architect:** Modernized IT systems and infrastructure, achieving a remarkable 55% efficiency improvement across a diversified conglomerate.
- **Negotiation Virtuoso:** Renegotiated software agreements, securing annual savings of \$200K while maintaining an impressive 99.9% uptime.
- **Resilience Champion:** Implemented robust Disaster Recovery and Business Continuity across 3 data centers, ensuring operational continuity and minimizing risk.
- **Data-Driven Decision Enabler:** Deployed Business Intelligence solutions, empowering executives and operating companies with actionable insights.
- **Blockchain Pioneer:** Founded Ateon, the first blockchain solutions company in Saudi Arabia, showcasing visionary leadership and a commitment to innovation.
- **Talent Cultivator:** Built and nurtured a high-performing, lean team to support 300+ branches and 1500+ employees, fostering a culture of collaboration and achievement.
- **Financial Steward:** Managed budget preparation and adherence, optimizing resource allocation and maximizing ROI.
- **Corporate Development Leader:** Played a pivotal role in the successful divestiture of a non-core business unit, enhancing strategic focus and shareholder value.
- **Project Management Expert:** Led complex, multi-million-dollar technology projects, ensuring on-time and on-budget delivery.

**Kahmas Technologies / Ez Alsahra Holding – Co-Founder & VP****Riyadh, KSA****2002 – 2005**

*Kahmas was a member of the renowned EzAlsara Holding. It serviced 100+ banks, governments and hospitals across Europe, Middle East and North Africa*

- **Entrepreneurial Catalyst:** Established this technology company, driving its growth and success through strategic leadership and innovation.
- **National-Scale Collaborator:** Partnered with the Ministry of Interior on the digitization of Saudi national ID's, a \$70 million mega-project.
- **Sought-After Expert:** Engaged in numerous high-profile projects by invitation only, solidifying a reputation for excellence and thought leadership.
- **Strategic Alliance Builder:** Forged strategic partnerships and alliances, fostering collaboration and driving innovation across the ecosystem.
- **Cross-Functional Team Orchestrator:** Managed cross-functional project teams, ensuring alignment and the successful achievement of project objectives.

**Vinnell Corporation (Saudi Arabian Nation Guard) – Senior Advisor****Riyadh, KSA****1997 – 2002**

*Vinnell is a US Government subcontractor to modernize the Saudi Arabian National Guard*

- Advised 5-star Generals.
- Designed and executed several automation & modernization projects.
- Implemented numerous military automation projects.
- Classified assignments.

**Southern University – Assistant Professor & Telecom Advisor****Louisiana (USA)****1986 – 1997**

*The largest HBCU in Louisiana (USA) and ranked among the top 100 universities.*

- Taught digital systems courses in Electrical Engineering.
- Served as Telecom Advisor to the university president.
- Secured several funded research projects.
- Published 21 research papers.
- Received numerous excellence awards.

## **STARTUPS FOUNDED / CO-FOUNDED**

- 1986: GloboNet (the first ISP in Louisiana, USA)
- 2002: Kahmas Technology (Digital Solutions Provider)
- 2015: AidMaid (personal emergency assistant)
- 2016: Ateon (the first blockchain solutions provider in KSA)
- 2017: BlocMint (blockchain and cryptocurrency technology provider)
- 2017: eSaraha (digital marketing)
- 2020: Interactive Smart Communications (IT solutions provider & contact center)
- 2020: Interactive Smart Financials (Lending marketplace for SME's)
- 2022: Fatafeat (family payment app)

## **EDUCATION**

- **Louisiana State University** - PhD in Computer Science
- **Southern University** - Master of Science in Computer Science
- **Southern University** - Bachelor of Science in Electrical Engineering

### **Professional Development**

Completed extensive courses at various institutions including: Harvard, UC Berkeley, Stanford and Oxford in strategic leadership, digital transformation, artificial intelligence, blockchain technology, organizational transformation, corporate finance, investment strategies, data science, risk management, cybersecurity, metaverse, project management and supply chain management.

## **AWARDS & RECOGNITION**

- Member - Board of Advisors @ Softsonics – nominated as “one of the biggest breakthroughs in healthcare” by the National Institute of Health
- Head of Board of Directors @ AidMaid and co-led a successful fundraising initiative of \$2.1 million
- Distinguished Member @ World Metaverse Council
- Leader of the Year Award @ Saudi Arabian National Guard (Vinnell)
- 50 Most Influential Payments Professionals
- Featured repeatedly in newspapers and magazines in USA and the Middle East
- Distinguished speaker at several conferences in Saudi Arabia, UK, Bahrain, and USA.