

Wael Doukmak

Richardson, TX | (706) 206-5029 | wdoukmak@hotmail.com

Senior Advisor Specializing in Strategy and Business Development

Highly accomplished executive with strong business intelligence and over 30 years of experience in handling sales and operations management to achieve business development and drive revenue. Continuously seeks to improve top-notch time management skills and boost productivity within the company. Bilingual and goal-oriented individual with superior negotiation skills, proficiency in strategic planning and transferable knowledge of start-ups specializing in information and communications technology as well as multinational corporations located throughout the United States and the Middle East. Productively collaborated with the CEO on establishing partnerships in new markets, specifically managing smart cities platforms and applications such as smart lighting, smart parking and others. Displayed expertise in marketing of products and services, while conducting market analysis, business planning, and designing go-to-market strategy, effectively quadrupling sales. Collaborative team player, with demonstrated excellent relationship-building skills, experienced in channel development and management. Possesses in-depth knowledge in telecommunications, information technology, and managed services. Quick learner, with an academic background in pharmaceuticals and strong work ethic, eager to master new challenges and contribute to the overall growth of the information and communication technology industry.

CORE COMPETENCIES

- Sales and Business development
 - Relationship building
 - Telecommunications
 - Channel development
 - Operations management
 - Products/services marketing
 - Go-to-market strategy
 - Smart cities
 - Sales techniques
 - Negotiation skills
 - Business management
 - Bilingual
 - Strategic planning
 - Communication skills
 - Information & Communication technology
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PROFESSIONAL EXPERIENCE

Senior Advisor, Strategy and Business Development Sology Solutions

09/19 – Present
Richardson, TX

Highly competent senior advisor accountable for developing go-to-market plans, formulating growth, and tailoring new business strategies to enhance business development. In charge of troubleshooting operational issues, simultaneously making executive decisions to ensure efficient and smooth running of sales operations. Detail-oriented professional responsible for involving in strategic planning and problem-solving support to the company, showcasing extensive business intelligence and acumen. Proven ability to analyze various types of data while providing solid assessment utilizing acquired information.

- In charge of formulating growth and new business strategy to ensure compliance with the company's mission and objectives
- Accountable for identifying new markets, as well as practice areas, demonstrating extensive knowledge of products and services marketing
- Effectively establishes new partnerships while forming alliances and developing as well as implementing go-to-market plans
- Continually exceeds sales goals and improves profitability by aligning sales strategies and business plans with current market trends

Senior Advisor, Smart Cities and Digital Transformation Arthur D. Little

07/17 – 07/19
Richardson, TX

Results-driven senior advisor in charge of productively working on and supervising the entire lifecycle of high-volume projects, simultaneously handling strategic Smart Cities, IoT, digital transformations, and B2B initiatives. Bilingual expert, responsible for developing analysis and collaborating with client teams and stakeholders to successfully complete digital transformation and smart city projects. Effectively cultivated and managed business development opportunities, establishing strong and productive professional relationships at all levels of the organization. Demonstrated in-depth proficiency in information and communications technology combined with the capability of attaining client satisfaction.

- Provided constructive on-the-job feedback while fostering an innovative and team-oriented work environment
- Dutifully monitored progress, managed risk, and provided proper information about expected outcomes to key stakeholders
- Developed B2B initiatives with a focus on telecom and government sectors
- Continually demonstrated ability to assimilate new knowledge and deliver high-quality work products

Director, ICTE & Megaprojects Business Development
Ooredoo (Formerly Qatar Telecom)

03/11 – 06/17

Reliable and respected director of ICTE and megaprojects, accountable for leading business development for the main integrated telecom/ICT player in the State of Qatar, and one of the OpCos of the 125m subscribers to Ooredoo group. Effectively grew a team of 150 employees for a new business unit, achieving year over year revenue growth of more than 10%. Responsible for directing over 30 experts in the areas of business development, solution architecture, partnership, alliance, and program management, demonstrating proficient leadership skills.

- Expertly managed a portfolio of megaprojects, including Lusail (a Greenfield smart city), Hamad International Airport, New Port, and FIFA World Cup 2022
- Productively constructed strategic alliances with key partners such as Korea Telecom, Cisco, Aruba, Honeywell, IBM, and Huawei, ensuring shorter joint time to the market
- Launched Ooredoo Advanced Smart Innovative Solutions lab, one of the first to be run by a GCC Telecom operator
- Managed a roadmap of ICT solutions to expand core telecom offerings while building new business opportunities and revenue streams in vertical adjacencies
- Worked closely with international organizations such as MIT Media Lab, Smart Cities Council, and IOT World Forum to build best practices, develop guidelines, and exchange ideas

Country Manager
Data Consult

12/09 – 03/11

Diligent country manager with superior communication and interpersonal skills, accountable for creating and executing a turnaround strategy for the struggling Systems Integrator successfully quadrupling revenue in a single calendar year. Successfully reached EBITDA target and propelled the company into a growth trajectory, demonstrating expertise in business development procedures and initiatives. Expertly led a team of over 25 professionals in the areas of sales, business development, partnership, pre-sales, project management, technical delivery, and finance departments, showcasing strong leadership skills.

- Skillfully expanded and restructured teams to better align business strategy with market needs by integrating sales as well as technical resources
- Established an office presence in Jeddah, to adequately assist and support two existing major clients while developing new business in the Western Province
- Accountable for setting up a demo lab, acquiring a new level of certification for the company's personnel, and upgrading customer service capabilities as well as processes
- Elevated the company's partnership level with Cisco from Premium to Silver
- Secured an agreement with a major commercial real estate developer that included a go-to-market plan, and a revenue share business model, which resulted in tenants being offered a "ready office" as a managed service

PREVIOUS EXPERIENCE

CEO and Co-Founder
Rillet

Richardson, TX

Telecom Partner Sales Development Manager
Cisco

Riyadh, Saudi Arabia

Contracted Arabic Language Expert
CNN

Atlanta, GA, USA

President and Founder
Northeast Georgia Internet Access

Athens, GA, USA

Founder
Al-Noor International, Inc.

Athens, GA, USA

Adjunct Instructor
University of Georgia

Athens, GA

Software Developer (Basic, Cobol, Fortran)
Arabic Computer Center

Damascus, Syria

EDUCATION, CERTIFICATIONS, AND AWARDS

Ph.D. Candidate, Pharmaceuticals

University of Georgia, Athens, GA

Bachelor of Science, Pharmacy and Pharmaceutical Chemistry

University of Damascus, Damascus, Syria

Associates Degree, Computer Science

Youth Institute for Computer & Technical Training

Graduate Certificate, Executive and Professional Coaching

University of Texas, Dallas, TX

Executive Education Certificate

Value Leaders Program, HEC, Paris

Executive Certificate, Strategy and Innovation

MIT Sloan Executive Education

Small Businessperson of the Year Award Finalist

Athens Area Chamber of Commerce, Athens, GA

CEO Excellence Award Finalist

Ooredoo