

Hossam Fahmy

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Partnerships and business development leader with 15+ years of experience building and scaling partner ecosystems worldwide. Proven track record in driving partner-led revenue growth, enabling channel sales, and leading joint go-to-market strategies with global technology companies. Strong background in SaaS, ICT, and digital transformation, combining strategic vision with hands-on execution. Bilingual in English and Arabic; effective at navigating diverse markets and high-growth environments.

Core Competencies

- ▶ Channel Partner Recruitment & Enablement
- ▶ Partner-Led Sales & Revenue Growth
- ▶ Joint Business & Marketing Planning
- ▶ Strategic Partnerships
- ▶ Market Expansion (MENA, EMEA, APAC)
- ▶ Stakeholder & Government Relations
- ▶ Program & Project Management
- ▶ Cross-Cultural Team Leadership

Professional Experience

Sep 2025 –
Current

Global Partnerships Director

[Classera for Smart Learning](#) – Cairo, Egypt

Building and driving strategic alliances with global industry leaders to scale EdTech solutions and create impact for millions of learners worldwide.

- ▶ Lead global partnership strategy and execution with top technology players.
- ▶ Drive market expansion across MENA, Africa, APAC, and emerging regions through high-impact alliances.
- ▶ Oversee co-marketing, marketplace growth, hardware partnerships, and ROI optimization.
- ▶ Develop and lead a partnerships team to strengthen execution and accelerate growth.

Jan 2023 –
Aug 2025

Global Partnerships Manager

[Classera for Smart Learning](#) – Cairo, Egypt

Largest EdTech company in MEA, with global partners including Microsoft, Intel, AWS, HP, Lenovo, Zoom and others.

- ▶ Manage and grow strategic alliances with global tech partners to expand Classera's reach in MENA, Africa, and APAC.
- ▶ Develop and execute joint business/marketing plans with global tech partners to accelerate sales.
- ▶ Drive hardware and software partner enablement, ensuring successful product integration and channel readiness.
- ▶ Build structured pipelines and track partner-driven revenue growth across multiple regions.
- ▶ Developed and integrated regional initiatives within Classera's solutions, driving market expansion and revenue growth.

Oct 2022 – Director of Growth

Dec 2022 [Setup.sa](#) – Riyadh, KSA

Advisory firm supporting global companies entering the Saudi market (aligned with Vision 2030).

- Designed market entry strategies for international SaaS and tech firms expanding to Saudi Arabia.
- Built partner networks and business development frameworks to secure client participation in giga projects.
- Acted as liaison with government entities, ensuring compliance and market readiness.

Feb 2020 – Head of Digital Operations

Aug 2022 [Comin Insurance Brokerage](#) (InsurTech) – Cairo, Egypt

Regional InsurTech platform operating in Egypt, Cyprus, Iraq, Jordan, Lebanon, Nigeria & Sudan.

- Launched and scaled Comin's Egypt operations, managing licensing, team hiring, and local partnerships.
- Forged alliances with insurance providers, technology and promotional partners to ensure integration and to increase distribution and sales.
- Coordinated partner-led campaigns and monitored performance metrics, driving adoption post-launch.

Jan 2019 – Co-Founder and Chief Executive Officer

July 2019 [Delta Square International](#) – Cairo, Egypt

Innovation enablement platform delivering capacity building, pre-incubation programs and tech/business competitions.

- Secured contracts and partnerships with multinational corporations and universities.
- Designed business development plans to monetize innovation programs in IoT and emerging tech.
- Built and managed a cross-functional team of 20+ professionals.

Jan 2017 – Managing Partner

Dec 2018 [QtMatters Technologies](#) – Cairo, Egypt

SMAC (Social, Mobile, Analytics, Cloud) solutions provider.

- Directed partnership strategy and secured new business opportunities in enterprise tech solutions.
- Oversaw client engagement and public affairs activities to enhance market credibility.

May 2017 – Founder and Program Manager

Dec 2018 [Egypt IoT Challenge](#) – Cairo, Egypt

Nationwide capacity-building and pre-incubation program, later scaled to the [Arab IoT & AI Challenge](#).

- Founded and grew the program into a government-supported initiative for students and startups.
- Secured sponsorships from ASRT, NTRA, Bibliotheca Alexandrina, and leading industry partners to finance and mentor innovation projects.
- Supported hundreds of innovators with funding, mentorship, business incubation and commercialization programs, resulting in the creation of dozens of startup companies.

Aug 2013 – Corporate Affairs Manager / Assistant Manager

Dec 2016 [Intel Corporation](#) – Cairo, Egypt

Partnerships & Ecosystem Development

- Initiated and scaled the **Egypt IoT Challenge**, securing sustainable multi-year funding from the Ministry of CIT and private sponsors, later evolving into a regional program.
- Built and managed partnerships with government agencies, NGOs, academia, and industry associations to strengthen Intel's influence in education and entrepreneurship.
- Supported the Commercial Sales team by facilitating strategic engagements with the Egyptian government, leading to multiple public sector technology projects.

Program & Event Leadership

- Designed and delivered large-scale initiatives like the **Intel Science Competition Arab World**, engaging 12 countries and 1,000+ students, with high-profile PR results despite limited budget.
- Proposed and developed the revamped **Intel ISEF program**, which was selected globally from among multiple initiatives.
- Drove Intel's visibility within the MENA "maker" community by organizing hackathons, innovation camps, and incubation programs.

Strategic Impact

- Enhanced Intel's reputation as a thought leader in innovation and education across EMEA, contributing to long-term brand positioning.
- Awarded **three Intel EMEA Corporate Affairs Excellence Awards (2014–2015)** for expanding ecosystem programs, securing external funding, and delivering regional visibility.

Other Roles Marketing & Public Affairs Manager – [Friendly Marketplace FZ-LLC](#) (2017)

Web Developer & Digital Marketing Executive – [Inmobly](#) (2011–2012)

Freelancer Web Developer (2010–2013)

Leadership & Volunteering

2018 – 2020 Board Member – Innovation & Entrepreneurship Committee

[Academy of Scientific Research & Technology \(ASRT\)](#)

- Evaluated government-funded incubators, accelerators, and innovation programs; approved funding cycles and progress.

2008 – Senior Member & Volunteer Leader

Current [Institute of Electrical and Electronics Engineers \(IEEE\)](#)

- Global Team Lead, IEEE Day (2012–2013), leading global operations across 5 continents.
- Co-Founder & Executive Secretary, IEEE TEMS Egypt Chapter (2016–2019).
- Industry Activities Chair, IEEE TEMS Global (2020–2021), designing industry engagement strategies.

Education

- **BSc, Electronics & Electrical Communications Engineering**, Cairo University
- **Business Foundations Specialization**, Wharton Online – University of Pennsylvania

Professional Memberships

2008 – Current	Member and Volunteer (Senior Member since 2020) <u>Institute of Electrical and Electronics Engineers (IEEE)</u>
2011 – Current	Member and Volunteer <u>Internet Society (ISOC)</u>

Awards and Honors

- **Classera Strategic Partnerships Department Leader of the Year** – three consecutive years (2023, 2024, 2025)
- **Star of the Year Award**, Classera (A2023/24)
- **Intel EMEA Corporate Affairs Excellence Awards** (2014–2015) – for partnership growth, ecosystem expansion, and visibility across MENA.
- **1st Place – IEEE International Website Contest** (2010), out of 3,000+ student branches worldwide.

Training and Certifications

Dec 2018	2018 Graduate <i>IEEE Volunteer Leadership Training Program (VoLT)</i> The IEEE Volunteer Leadership Training Program (VoLT) is designed to: accelerate volunteers' knowledge of the IEEE organization, products & services, and resources; help volunteers understand their role within their local units and within the larger IEEE and create a succession tool that develops and prepares future IEEE volunteer leaders.
Aug 2018	2018 Graduate <i>Middle East and Adjoining Countries School on Internet Governance (MEAC-SIG)</i> MEAC-SIG is a unique intensive program that aims at informing and strengthening the regional Internet community and ensuring effective participation in national, regional, and global Internet Governance forum. ► Nominated and selected for this program by the Internet Society – Egypt Chapter. ► Hosted by the National Telecommunications Regulatory Authority (NTRA) of Egypt, and jointly organized by the Arab World Internet Institute, the Internet Corporation for Assigned Names and Numbers (ICANN), Internet Governance Project at Georgia Tech, Internet Society, and RIPE NCC.