

Ahmed Abdel Rahman

Blockchain // Digital Project Manager // Fundraising

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Summary

Agilist. Product Owner. Technical background & Business acumen. Pragmatic, strategic thinker and results driven. Enterprise sales and pre-sales experience. Solid communication and project management skills. Consulting and coaching approach. Passion for market innovation, web technologies, digital services, agile & lean practices.

5+ years experience in New Product/Service Design & Process Improvement for Telco, Media, IT and Energy corporate companies.

Growing responsibility roles, combining my 3 passions and talents:

- business development
- technology innovation
- people training and development

Several projects successfully led as project manager & product owner for 2 corporate clients in 4 different business units. More than 15 people managed, trained and coached in the last 5 years.

Specialties:

- Digital Strategy & Innovation
 - Service Design & Product Development
 - Agile Project Management & Business Requirements
 - Business Processes & Functional Analysis
 - Internet Products & Telco Market
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Experience

Chief Executive Officer at Elysium

September 2016 - Present

Elysium provide a decentralised platform based on Blockchain technology for sharing secure and certified health data between Patients, Doctors and Healthcare facilities.

Company Owner at Ahmed Barkhia Co.

April 2015 - Present

Our management consulting services focus on our clients' most critical issues and opportunities: strategy, marketing, organization, operations, technology, transformation, digital, advanced analytics and mergers & acquisitions, across all industries and geographies. We bring deep, functional expertise, but are known for our holistic perspective: we capture value across boundaries and between the silos of any organization. We have proven a multiplier effect from optimizing the sum of the parts, not just the individual pieces.

Business Development Manager at FisioCare

December 2015 - September 2016 (10 months)

FisioCare is a rehab clinic with particular emphasis on ACL-Repair Orthopaedic Rehabilitation returning athletes and the general population alike to previous levels of function and performance. The centre is dedicated to helping clients recover from injury and further optimize return to sports through progressing through to levels of strength and power. All conditions relating to musculoskeletal injuries are also addressed. My role in FisioCare is BizDev, Product Dev and Business Strategy.

Co Founder at FYM Academy

November 2015 - September 2016 (11 months)

At FYM Academy, we are creating a global community of individuals empowered to pursue work they love, by offering full-time immersive programs, long-form courses, and classes and workshops on the most relevant skills of the 21st century – from web development and user experience design, to business fundamentals, to data science, to product management and digital marketing.

Chairperson at Menteultima

January 2010 - January 2015 (5 years 1 month)

Menteultima is committed to provide excellence in the Society starting by an international education.

Through teaching methods based on ethic way of behavior, we encourage professionalism, an high quality way of thinking, and a business minded attitude.

Menteultima is a place for those that seek knowledge, strive toward excellence, and want a better life for themselves and their fellow citizens.

Menteultima is an organization based in the eternal city of Rome that aims to provide its associates with the best international educational experience through one-on-one leadership coaching, personal development plans, and innovative educational tools to help associates to develop qualities that will distinguish them as leaders.

Ultimately, our mission is to provide associates the global business competencies required for leadership and success in in-demand careers in the global economy.

Representative at Council of Europe

March 2007 - September 2014 (7 years 7 months)

Last conference I attended:

- International & Inter-Religious Dialogue (Strasbourg)
- HIV/AIDS & Migrants (Bucharest)
- Tearing Down the Wall (Belfast)
- Economic Justice for All (Strasbourg)
- Gender Revised!? (Budapest)
- The Show Must Go On (Prague)
- Open Source - Open Mind (Strasbourg)
- No Hate Speech (Budapest)
- NGO's Communication Camp (Bucharest)

Business Developer at VMS me!

July 2013 - October 2013 (4 months)

Top-performing sales, marketing, and business development professional with proven ability to drive business expansion through aggressive sales initiatives that deliver revenue growth, market share, and market penetration. Strategic thinker who can plan and implement sales, marketing, and business initiatives to support corporate objectives. Particularly strong relationship management, team building, and general business acumen; verifiable track record of success driving unprecedented revenue and profitability gains within highly competitive organizations, industries, and markets. Ambitious, aggressive, and intensely focused on bottom-line results.

Business Developer at Pubster

January 2013 - May 2013 (5 months)

Responsible for client servicing and client acquisition, including sales strategy development.

Business Developer at Qurami

October 2012 - January 2013 (4 months)

Strategic Consulting, including business plan & sales strategy development.

Sales Manager

March 2011 - March 2012 (1 year 1 month)

Strategic Consulting, including business plan & sales strategy development.

System Administrator at Telecom Italia

February 2010 - March 2011 (1 year 2 months)

Management of Unix servers and Windows servers. Implementing systems for account management Telecomitalia S.p.A.: IDM (Identity Management) and CASC (Control Access Server Critics)

Account Manager

June 2009 - January 2010 (8 months)

Search for potential customers and care of existing customers by developing a business plan satisfying the need of the application.

The increase of the portfolio company has given way to perform important services in Italy and Europe.

System Administrator at Ericsson

February 2007 - June 2009 (2 years 5 months)

Service Management and work co-ordination within the Front Office in outsourcing for H3G;

Remote management in multi-platform environment (HP-UX, SOLARIS, Windows)

The Front Office team carries activities such as monitoring and first level troubleshooting, Customer Problem Management, Fault management on web and streaming services within H3G:

- Multimedia Download Platform for OTA delivery of multimedia contents.
- Streaming TV.
- Mobile and Fixed Site of H3G (pianeta3, www.tre.it) and its subsections.
- Skype.

First level restoration.

Manage SAL WEB toward H3G.

Manage the escalation towards Ericsson for Fault and coordination of the group until the resolution of the same.

Education

Johns Hopkins Bloomberg School of Public Health

Master of Science (MSc), Data Science, 2016 - 2017

The University of Salford

Master of Science (MSc), Project Management, 2015 - 2016

Sapienza Università di Roma

Bachelor's degree, Business, Management, Marketing, and Related Support Services, 2008 - 2011

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[Contact Ahmed on LinkedIn](#)