

AHMED ESSAM

Technical Delivery Manager | Government & Enterprise Platforms

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Open to relocation across the GCC and Europe, and to remote delivery leadership roles

18 YEARS | 112+ PROJECTS | 6 COUNTRIES | TEAMS TO 45

PROFILE

Delivery leader with 18 years building government and enterprise digital platforms across Saudi Arabia, Oman, Kuwait, and Egypt. I lead engagements end to end: requirements, scoping, estimation, pricing, and commercial negotiation through delivery, review, release, and launch, for clients including the National Guard Health Affairs, NUPCO, the Saudi Red Crescent Authority, and Al Dakhiliyah Governorate.

My background remains hands-on. I build with React and TypeScript and design and deploy AI agent and RAG-based automation workflows, so I make architecture decisions, run technical and code reviews, and resolve trade-offs directly rather than escalating them. I work fluently with Saudi DGA requirements, the unified platform code standards, Etimad tender processes, accessibility, and bilingual Arabic/English RTL delivery.

I co-founded and led a software delivery company serving 50+ government and enterprise clients, with a team of 45 at peak and full responsibility for profit and loss, pricing, client negotiation, team development, and engineering standards.

CORE COMPETENCIES

Delivery and program management | Requirements engineering (SRS / PRD / BRD) | Scoping, estimation, pricing and negotiation | Profit-and-loss ownership | Etimad tender response | DGA and unified platform compliance | Accessibility | Solution architecture | Technical and code review | Distributed team leadership | Vendor and subcontractor coordination | AI agents, RAG and workflow automation | UX/UI direction | Arabic/English RTL delivery

TECHNICAL STACK

Build hands-on today: React, TypeScript, JavaScript (ES6+), HTML5, CSS3, Tailwind, n8n, AI agents, RAG pipelines, Shopify apps, Figma

Architect and review: Flutter, Laravel/PHP, REST API design, SharePoint, WordPress, CI and release process

Delivery tooling: Jira, Azure DevOps, Git, Storybook, Jest, Notion, Slack

PROFESSIONAL EXPERIENCE

CEO & Co-Founder | Code Clouders

Mansoura, Egypt | 2017 – 2026

Co-founded and led a software delivery company serving 50+ government and enterprise clients across MENA and the GCC, scaling to a team of 45 at peak.

- Held full profit-and-loss ownership across pricing strategy, rate-card design, commercial negotiation, and margin management.
- Led web, mobile, ERP, and automation delivery for healthcare, government, pharmaceutical, and distribution clients.
- Owned the pre-sales function personally: tender qualification, technical proposals, estimation, and client negotiation through to signature.
- Set technical direction: architecture decisions, technology selection, engineering standards, review gates, and final technical review.
- Raised institutional investment and managed the investor relationship through growth and, following a sharp contraction in GCC public-sector spending, a structured wind-down in 2026.

Delivery Manager – Engagement-based | Inovola

Remote engagements | 2023 – 2026 | Held in parallel with Code Clouders

Project-based subcontracting and consulting engagements rather than employment, leading delivery for Saudi client work.

- Clarified business needs, defined functional scope, and structured requirements for complex client-driven platforms.
- Coordinated client stakeholders and cross-functional teams, and assembled delivery teams per engagement.
- Owned estimation, pricing, and commercial negotiation for the assigned engagements through to contract.
- Made architecture decisions, ran technical and code reviews, and contributed production code and proofs of concept where needed.

Development Manager | OK TAMAM Group

Istanbul, Türkiye | 2017

Managed the end-to-end development lifecycle for regional web and mobile products.

Senior UI Developer & Brand Designer | Al-Ahsa Municipality

Al-Ahsa, Saudi Arabia | 2013 – 2017

Delivered bilingual interfaces and digital standards across 100+ e-services and 250+ pages, covering the public portal, internal systems, and the UX and software for self-service kiosks. Built reusable UI component libraries, mentored developers, and owned final UI quality assurance.

Senior UI Developer / Team Leader | EgyptNetwork

Egypt and Saudi Arabia | 2010 – 2013

Led UI teams of 5–8 delivering responsive front-end and SharePoint interfaces for bilingual enterprise and government portals, including Zamil Group, Northern Border University, and Al-Ahsa Municipality.

UI Designer & Developer | OIT Systems

Mansoura, Egypt | 2009 – 2010

Delivered hands-on UI design and front-end development.

SELECTED PROJECT EVIDENCE

NGHA Patient Services — Saudi healthcare, with Inovola and Exceed Gulf. 10,000+ users, 450+ screens. My role: React front-end delivery, API integration, and mobile UX design.

Saudi Red Crescent Portal — Saudi government, via Devoteam. 15,000+ weekly visitors. My role: end-to-end delivery lead — I personally built the majority of it, covering design, the custom WordPress theme and plugins, hosting, and DGA compliance, directing a small team on selected components.

NUPCO Unified Procurement — Saudi healthcare procurement, via Devoteam. 122+ pages, 125+ reusable React components. My role: front-end development, design system, and Jest/Storybook testing.

Naama Digital Services — Saudi digital services, multi-service platform. My role: architecture, front-end, and unified platform code standards.

Al Dakhiliyah Smart Services — Oman government, via Inovola. 15+ e-services. My role: architecture, scoping, UX, QA, and SRS/PRD; implementation by the delivery team.

Saveto Sales Force Platform — Egypt distribution, via Inovola. 120+ representatives, 7,779+ products, 9,738+ customers. My role: architecture, scoping, UX, and SRS/PRD for a Flutter platform with JD Edwards synchronization.

Egyptian Pharmacopoeia — Egypt pharmaceutical. 30,464 users, 3,464 subscribers. My role: architecture, scoping, UX, and QA for a Flutter product with paid subscriptions and e-finance payments.

Green Apple Clinics ERP — Multi-module clinical ERP covering clinical, operational, finance, inventory, procurement, and workforce modules. My role: architecture, scoping, UX, and SRS/PRD.

EARLIER PROJECT EVIDENCE

Al-Ahsa Municipality: portal, internal systems, and kiosk UX and software across 100+ e-services and 250+ pages. Zamil Group and Northern Border University: UI/UX and front-end delivery during the SharePoint era. These projects belong to the EgyptNetwork and Al-Ahsa Municipality periods. Turkiana Kuwait Commerce App: historical Ionic and Laravel full-stack work.

EDUCATION

Bachelor of Management Information Systems — Delta Higher Institute for Computers, Mansoura, Egypt. Graduated May 2008.

PROFESSIONAL DEVELOPMENT

PMP, Project Management Institute — In progress; not yet earned.

Executive Diploma in Leadership & Management, MTF Institute — In progress; not yet earned.

Professional certifications — Udacity, Product School, eCornell, and Knowledge Officer — product management, leadership, and engineering programmes.

COMMUNITY AND SPEAKING

Board Member & Treasurer, Delta Technopreneurs Association — Volunteer, 2023 – present.

Speaker & Exhibitor, EATN — 2024, 2025, 2026.

Sponsor, Speaker & Judge, DevFest Mansoura and Egypt Hackathon — 2024, 2025, 2026.

LANGUAGES

Arabic — Native. **English** — full professional proficiency. **German** — beginner.