

# KAREEM HANY FATHY

Product Operations Manager & Digital Transformation Specialist | LLB Graduate, Cairo University  
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## PROFESSIONAL PROFILE

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Legally-trained Product Operations Manager with 7+ years of experience directing the end-to-end delivery of enterprise digital systems across the GCC, UK, and Egypt. Verified track record of managing 400+ cross-border client engagements while maintaining a 4.6/5 client satisfaction rating. Expert in mapping complex B2B workflows, negotiating commercial scopes, and utilising AI-accelerated deployment models to reduce product delivery timelines by up to 70%. Combines deep technical architecture knowledge with an LLB degree to ensure all digital products and B2B client agreements are structurally sound and PDPL-compliant.

## PROFESSIONAL EXPERIENCE

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### Technical Operations & Delivery Manager · OpsWired Remote · GCC | January 2025 – Present

- Orchestrated the full project lifecycle for high-stakes B2B clients: discovery phases, workflow mapping, scope definition, bilingual service agreement drafting, and post-launch support
- Directed the rapid deployment of Speedoo — a production-grade logistics management system for a Qatari delivery firm — scoped, contracted, and shipped in exactly 10 calendar days, featuring multi-role access (Admin/Staff/Driver), real-time order tracking, and COD reconciliation
- Integrated advanced AI development environments (Claude, ChatGPT) into operational workflows, accelerating API integrations and reducing standard deployment timelines by 60–70%
- Architected automated internal infrastructure including a Commission Management System with server-side lead attribution timestamping and multi-agent coordination

### Lead Digital Systems Consultant · Kareem Kreations Remote · Global | 2017 – Present

- Built and operates an independent digital consultancy delivering 400+ projects across Egypt, the GCC, the UK, and Latin America — maintaining a 4.6/5 verified client rating across Trustpilot and Google reviews
- Directed complex digital transformation projects for enterprise GCC clients including AlBabtain Group (Kuwait), Al Hamra Real Estate (Kuwait), and Gulf Cable & Electrical Industries
- Acted as primary stakeholder liaison: managing complex commercial negotiations, cross-border NDAs, and phased product delivery schedules for bilingual (Arabic/English) enterprise platforms
- Oversaw end-to-end architecture and content delivery of a 40+ page bilingual ISO certification advisory platform for GCC-Cert (Kuwait)

### Associate Web Designer · LuxBranding Remote · London, UK | January 2023 – December 2024

- Contributed to concurrent agency client deliverables in a professional UK environment, maintaining quality standards and meeting strict project timelines
- Designed and built brand-aligned WordPress websites, developing written communication and client-facing delivery skills in an international agency setting

## SELECTED PROJECTS

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- Speedoo OMS — Qatar (2025):** Production logistics dashboard with multi-role access, real-time tracking, driver assignment, and COD reconciliation. Scoped, built, and live in 10 days.
- GCC-Cert.com — Kuwait (2026):** 40+ page bilingual (Arabic/English) ISO advisory website: 16 certification service pages, 6 sector pages, full content strategy and SEO architecture.
- QFounders — Qatar (2024):** Investment advisory digital platform for a GCC venture firm. End-to-end Figma to WordPress delivery with bilingual structure.
- AlBabtain Group — Kuwait (2024):** Enterprise web platform for one of Kuwait's largest family conglomerates spanning automotive, real estate, and diversified business lines.

- **OpsWired Platform (2025):** Full brand identity system, bilingual enterprise website, proposal document architecture, and commission management system — built from scratch.

## SKILLS & COMPETENCIES

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- **Product & Operations Management:** End-to-end lifecycle management, workflow mapping, process optimisation, sprint delivery, multi-stakeholder coordination, AI-accelerated deployment
- **Commercial & Legal:** B2B service agreements, scope management, NDA negotiation, cross-border commercial frameworks, PDPL data privacy awareness (Saudi/UAE/Qatar)
- **Technical Architecture:** WordPress infrastructure, PHP, REST API integrations, SaaS/ERP operational logic, bilingual deployment (RTL/LTR), Figma
- **Languages:** Arabic — Native | English — C1 Professional (business, legal, and written) | German — A2 Elementary

## EDUCATION

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### **Bachelor of Laws (LLB)** | Faculty of Law, Cairo University | 2022 – 2026 (Graduated)

- Core curriculum: Egyptian Civil Code, Commercial Law, Constitutional Law, Administrative Law, International Private Law, and Criminal Law
- Applied legal analysis throughout degree to real commercial engagements: contract drafting, B2B service agreements, NDAs, and digital law advisory
- Independent study in AI regulation, digital platform liability, and PDPL data protection frameworks for GCC markets (Saudi Arabia, UAE, Qatar)