

Motaz M. Almaroai

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SUMMARY OF QUALIFICATIONS

Results-oriented business developer with over 10 years of experience in driving strategic growth and managing successful partnerships. Extensive knowledge in blockchain and cryptocurrency markets, gained through personal projects, self-study, and active community involvement. Proven track record of increasing revenue and implementing cost-saving strategies. Passionate about emerging technologies and digital transformation, with a solid foundation in Web 3.0, NFTs, DeFi, GameFi and Metaverse.

PROFESSIONAL EXPERIENCE

Business Solutions Officer - Saudi Authority of Data & AI (2023 – Present)

Riyadh, Saudi Arabia

- Conducted in-depth market research and identified emerging technologies, leading to strategic development of two new products and 35% increase in annual revenue.
- Analyzed and integrated cutting-edge technologies and sustainable solutions; potential to lead 100% digital transformation and identified one key industry trends that drove significant innovation within the project.
- Directed agile product development initiatives to meet regulatory standards, delivering high-quality releases on time; improved development efficiency by 28% and ensured 100% compliance with industry regulations.
- Executed strategic market analysis to pinpoint underexploited segments, resulting in a 100% awareness of unused category within six months.
- Communicated strategies, new features, and developments to partners through all the possible channels.

Commercial Operations and Business Development - Cluster2 Co. (2022 - 2023)

Riyadh, Saudi Arabia

- Leveraged comprehensive market research and in-depth competitive analysis to identify new business opportunities, driving a spike increase in revenue by 40%.
- Assessed potential risks and implemented effective mitigation strategies, ensuring successful project execution and minimizing potential disruptions.
- Developed commercial agreements and applied BOT, share revenue and cost plus methods.
- Strategically oversees a diverse portfolio of multi-million SAR programs and projects for airport development spanning 22 locations across KSA.
- Forged strategic alliances with 12 stakeholders, including government authorities, airlines, transport authorities, and private investors.
- Operated remotely for a couple of days upon request, demonstrating flexibility and effective remote work capabilities.

Account Manager - Riyadh Airports (2019 - 2022)

Riyadh, Saudi Arabia

- Managed primary operating companies' contracts with 230M SAR revenue annually.
- Developed internal airport transportation of 81 buses and acquired a business opportunity of 8 electrical buses and awarded the airport carbon accreditation.
- Directed a team of 57 employees in the commercial group; evaluated performance against KPIs and increased overall productivity by 25% within six months.
- Built and maintained relationships with international and domestic partners based on trust, respect, and mutual benefits.
- Created and managed more than 11 contracts, 8 agreements, 5 service level agreements (SLAs), 3 requests for quotations (RFQs) and 3 requests for proposals (RFPs).
- Guided the team and the operations remotely during COVID-19, ensuring business continuity and effective communication using digital tools.
- Involved 20+ stakeholders in the commercial activities resulted in 40% improvement and 15% revenue growth.

Supervisor - Nesma Airlines (2017 - 2019)

Riyadh, Saudi Arabia

- Monitored and supervised a team of 40 operator staff in different shifts.
- Structured and established the new department by implementing policies, procedures, and SOPs.
- Reduced the cost by 7% in the second year of operations by planning and implementing a new strategy to prevent the increase in lost luggage.
- Represented Nesma Airlines in the Riyadh base.

Team Leader - Swissport International LTD (2016 - 2017)

Riyadh, Saudi Arabia

- Nominated within the first 6 months to be an international trainer with 4 international trainers.
- Established baggage handling guidelines adhering to both local and international standards; enhanced customer satisfaction by 22% and minimized regulatory fines by 10%.

Operations Officer - Ellm Company (2014 - 2016)

Riyadh, Saudi Arabia

- Upgraded King Khalid Int Airport's immigration ports with 14 counters and sophisticated fraud detection; redesigned arrival area, improving customer experience and boosting operational efficiency by 32%.
- Implemented comprehensive data collection processes for incoming passengers; enhanced security and safety measures to detect fraud in official documents by 25%.

EDUCATION

Web3 and Blockchain in Global Commerce Specialization

INSEAD X SDA X Coursera

2024 - Present

Riyadh, Saudi Arabia

BSC of Information Technology with Business Studies

Arab Open University

2022

Riyadh, Saudi Arabia

Diploma of Leadership and Management

International Air Transportation Association (IATA)

2017

Montréal, Canada

Aviation Management Professional (AVMP)

ERA University X International Air Transportation Association (IATA)

2019

Daytona Beach, USA

Business Analytics Nanodegree

Misk Foundation X Udacity

2021

Riyadh, Saudi Arabia

Skills

- Business development and strategy.
- Product management and development.
- Commercial operations and management.
- Technology solutions implementation.
- Strategic partnership development.
- Market research and analysis.
- Risk assessment and mitigation.
- Cross-functional team leadership.
- Stakeholder engagement and management.
- Negotiation and deal-making.
- Contract management and administration.
- Project management and execution.
- Customer relationship management.
- Data analysis and interpretation.
- Presentation and communication skills.
- Remote work proficiency with tools like Zoom, Slack, and Trello.

Courses

- Certified Cryptocurrency Expert
- Cybersecurity of Airport Executive.
- Business Development: Strategic Planning.
- Learning Objectives in PMP.
- Business Plan Development.
- Strategic Partnerships: Ecosystems and Platforms.
- Strategic Thinking.
- Demand Forecasting in a Period of Global Crisis.
- Developing Employees.
- Negotiation.
- Team Creation.
- Team Management & Work Pressure.
- Coaching.