

Mostafa Mohamed Talaat

Director of Business Development | Operations & Project Management Leader | MBA, PMP

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SUMMARY

Operations and project-management leader with 17.5 years scaling telecom field operations and managed services across Saudi Arabia. Director of Business Development at IMAN Group since Jul 2026, after leading operational excellence across the group, accountable for performance, planning, contracts, project delivery, and quality. Took regional O&M operations to SLA and KPI targets across STC and Huawei programs, controlling cost and building field teams from technician to leadership. PMP certified (PMI, 2026) and holds an MBA in Strategic Management (2026); a second MBA (Artificial Intelligence) and a dual-major DBA are in progress.

CORE COMPETENCIES

Business Development • Bid & Proposal Management • Operational Excellence • Telecom O&M / Managed Services • KPI & SLA Management • Project & Program Management • Contract Management • Cost & P&L Control • Process Optimization • Quality Assurance • Team Leadership & Development • Risk & Compliance

EXPERIENCE

Director of Business Development – IMAN Group

Jul 2026 - Present

Riyadh, Saudi Arabia

- Lead business development for IMAN Group: cost, price, and submit managed-services bids to telecom operators and tower companies, including O&M tenders for cell-on-wheels fleets and IBS/DAS networks.
- Developing an in-house bid-management platform that tracks tenders, deadlines, and pricing across the group.
- Prepared IMAN's submission for the TAWAL Partner Award 2026.

Director of Operational Excellence – IMAN Group

Oct 2024 - Jun 2026

Riyadh, Saudi Arabia

- Direct operational excellence across IMAN Group, owning five functions: performance, planning, contract management, project management, and quality assurance.
- Set and govern KPIs across departments, then run the risk, compliance, and continuous-improvement cycle that keeps delivery aligned with growth targets.
- Build a culture of accountability, coaching cross-functional teams to meet and beat performance targets.

Eastern Operations Manager – IMAN Group (IMANCO)

Sep 2020 - Oct 2024

Dammam, Saudi Arabia

- Ran service delivery for the Eastern region, accountable for SLA, KPI, and contractual compliance across the operation.
- Owned the unit P&L, managing budgets and driving cost-effectiveness without missing delivery targets.
- Grew the client relationship into a preferred-partner position, resolving pain points and keeping communication transparent.

District Operations Manager – Huawei

Oct 2016 - Sep 2020

Jubail, Saudi Arabia

- Held overall responsibility for Managed Services (O&M) performance, SLA, and KPIs on the STC network across the district.
- Delivered Huawei's STC managed-services contract for four years; recognized by STC (2017 and 2019) and Huawei (2017) for performance and service quality on the program.
- Directed field and NOC teams across preventive and corrective maintenance, including RDC and RTTS handling, to sustain network availability and contain cost.

Regional Operations & Project Management Roles – BATCO, Shabakkat & Alexmar

Jun 2013 - Jul 2016

Khobar, Tabuk, Abha & Najran, Saudi Arabia

- Held back-to-back regional roles - Project Manager (BATCO; Alexmar), Region Manager (Shabakkat), and Regional Operations Manager (BATCO) - each accountable for Managed Services (O&M) performance, SLA, and KPI delivery, leading field teams and preventive-maintenance programs to contractual targets.

District Team Leader & Coordinator – Sysel Company

Apr 2012 - Apr 2013

Al Qunfudhah, Saudi Arabia

- Headed field teams on preventive and corrective maintenance and coordinated planning and reporting for STC projects, after starting as technical support on STC USF3 (ZTE) for Huawei and NSN Flexi-Hybrid microwave systems across the South and West districts.

Field Engineer / Technical Support – Alkan Networks

Oct 2008 - Apr 2012

Egypt

- Maintained telecom sites (Zagazig); Delta technical support on the Vodafone SIAE microwave project (2010).

EDUCATION

Doctor of Business Administration (DBA) – IBAS, Switzerland

In progress, expected 2027

Strategic Management & Strategic Marketing (dual major)

MBA - Strategic Management – IBAS, Switzerland

Graduated 2026

MBA - Artificial Intelligence – IBAS, Switzerland

In progress, ~80%

B.Sc., Electronics & Communications Engineering – El Obour Higher Institute, Cairo

2003 - 2008

Graduation project graded Excellent

SKILLS

Operations & Delivery: Operational Excellence, Managed Services (O&M), SLA / KPI Management, Service Delivery, Preventive & Corrective Maintenance

Leadership & Business: Business Development, Bid Costing & Pricing, Project & Program Management, Contract Management, P&L / Budget Control, Quality Assurance, Risk & Compliance, Strategic Planning

Technical: GSM, Microwave (SIAE / Huawei / NSN), SDH, OSP, Electro-mechanical / Power

Digital & AI: Business Intelligence, Power BI, AI Workflow Automation (n8n), Forecasting & Data Analysis

CERTIFICATIONS

- Project Management Professional (PMP) - PMI, Certification No. 4507543, valid Aug 2026 - Aug 2029.
- PMI-CPMAI (Cognitive Project Management in AI) - PMI, in progress, due 2027.
- PMI-PMOCP (PMO Certified Professional) - PMI, No. 4516837, valid Sep 2026 - Sep 2029.

AWARDS & RECOGNITION

- STC - Certificate of Excellent Performance (2017) and 2019 appreciation, including a recognition shield, for the STC managed-services program.
- Huawei - Certificates of Appreciation: Quality of Service on STC Jubail (2017) and project delivery.
- GBH - Certificate of Appreciation for O&M performance and project KPIs (2018; awarded Oct 2019).

PROFESSIONAL DEVELOPMENT & TRAINING

- PMI (2026): Practical Application of Generative AI for Project Managers; Data Landscape of GenAI.
- Courses (2025): Operations Management Professional; Leadership Excellence: Strategic Decision-Making; AI for Business Intelligence; Agentic AI with n8n; Forecasting & Technical Analysis.
- Training: Fiber Ocean Outdoor Cabinet O&M (2022); Huawei Subcontractor SOP Engineering (2009).

MEMBERSHIPS, LANGUAGES & PERSONAL

- Project Management Institute (PMI) - Member (since 2026) | Saudi Council of Engineers (SCE) - Engineer, Electronics & Communications, valid to Jul 2027 | Egyptian Engineers Syndicate - Member (since 2008).
- Languages: Arabic (Native), English (Professional / Fluent) | Nationality: Egyptian.