



MOHAMMAD TURKI ALOTAIBI

CxO executive

48 years old

✉ mdturki@gmail.com
☎ +966 55 44 77 11 4
📍 Saudi Arabia

Business Builder

Digital savvy

Thought Leader

A seasoned digital transformation executive with a proven track record of driving sustainable growth and innovation. With over 25 years of experience, I've successfully led complex initiatives for global organizations across various industries.

As a thought leader and business builder, I specialize in leveraging emerging technologies like AI, ML, cloud computing, and 5G to deliver transformative solutions that fuel business growth and enhance operational efficiency. My expertise extends to building high-performing teams, fostering a culture of innovation, and navigating the complexities of the digital landscape.

I'm passionate about partnering with CXOs to achieve their strategic goals by identifying untapped opportunities, optimizing processes, and delivering measurable results. My ability to translate complex technical concepts into actionable business strategies has consistently positioned me as a trusted advisor and collaborator at the highest levels of the organization.

EXPERIENCES

VP, Shared Services

SenseTime MEA - Since May 2021 - Full-time - Riyadh - Saudi Arabia



- Responsible of managing strategy and establishing Shared Services sector including functions IT, Procurement & Supply Chain Management, Facility Management, Administration Management and Government Affairs.
- Leading Shared Services Sector. Report to CEO of SenseTime MEA.

Managing Director

Orange Business Services - 2017 to February 2021 - Full-time - Riyadh - Saudi Arabia



- Country Manager and Regional Sales Director at Orange Business Services for Saudi Arabia.
- As country manager, I manage the entire business for Saudi Arabia and country operations for legal Entity orange business Arabia LCC.
- As regional sales director for Saudi Arabia, Kuwait and Bahrain, I lead the sales team toward achieving corporate objectives, sustainable profitable growth, and customer success and satisfaction.

VP Sales - KAM Public & Enterprise

ERICSSON AB - 2015 to 2017 - Full-time - Saudi Arabia



- Leading Public and Enterprise sector for Saudi Arabia and CxO relationships and actively contributing to securing short and long-term profitable business growth
- Member of Ericsson Saudi country unit leadership team, member of Ericsson Industry & Society Middle East and Africa leadership team.
- Focus on the following verticals safety & security, utilities, transport, and smart cities.

Country Director, IT & Cloud

Ericsson AB - 2012 to 2014 - Full-time - Saudi Arabia



- Lead Business line Unit of IT & Cloud for Saudi Arabia. P/L Accountable for E2E sales and delivery OSS, BSS, Systems Integration, IT & Consulting service lines.
- Managing multi-layer organization (160+employee) & (300+ Off-shore)

Member of Ericsson Saudi country unit leadership team, member of Ericsson OSS/BSS, Cloud & Consultancy & Systems Integration Middle East and Africa leadership team

SKILLS

Leadership & Innovation

- Business Leadership
- Thought & innovation Leadership
- People & Organizational Leadership
- Leading Digital Transformation

Account & Business Development

- Targeted Market selection
- Go-to-Market Planning
- Stakeholders Management
- Business Development
- Account Management
- Bid Management

Strategy & Growth

- Vision & Objectives setting
- Vision Realization
- Growth Planning
- Partnering & Outsourcing

Steering & Governance

- Stakeholders Management
- Escalation Handling
- Change Management
- Financial & Progress Reporting

General Management

- Country Management
- Governance
- Corporate Finance
- Sales & Customer Care
- Sourcing & Supply Chain
- Human Resources
- Facility Management

People Leadership

- Managed 160+ Employees
- Managed 300+ Off-shore team
- Leader of Leaders Experiences

Sr. Account Manager

Ericsson AB - 2007 to 2012 - Full-time - Saudi Arabia



IT and Telecom Sales and Consultancy professional with wealth experiences in mega deals and extensive knowledge in Saudi Market in general and specifically IT solutions and VAS services. Fostering relationship with executives and create unique value proposition to meet business challenges and accelerate growth strategies with proven track records of achievements and success.

Project/Program Director

Ericsson AB - 2005 to 2007 - Full-time - Saudi Arabia



Enthusiastic and result oriented customer project manager (PMP® certified)/ program Director, with strong record in the field of ICT solutions and VAS services, successfully delivered various complexity type of projects/programs covering Access/core/VAS and OSS/BSS consultancy and IT domains.

Business Analyst/project manager

Royal Commission for Jubail & Yanbu - 2003 to 2005



Lead financial module - Enterprise Resource Planning Project (ERP), Manage Document Management System Project (DMS), Lead change management (CM) activates to adapt ERP Project for national wide transformation program (Safeer).

Lead Software Engineer

Raytheon - 1998 to 2003 - Full-time - Saudi Arabia



Responsible for designing and developing applications and critical real-time systems, Include OJT in California, USA, conducting software engineering, and UNIX.

EDUCATION

MBA

THE UNIVERSITY OF HULL

2001 to 2003

Master of Business Administration

Bachelor's Degree (BSc.)

KING SAUD UNIVERSITY

1994 to 1998

Computer Sciences & Information Systems

Leadership program

INSEAD

2020 to 2021

Digital Leadership Program

InStruct Program - Social Selling Program Ambassador

LINKEDIN

2020

- Manage diversified teams

Organization Leadership

- Right Shoring
- Resource Management
- Virtual team Management
- Processes management
- Business Excellence

Professional Services

- Consultancy & Advisory Services
- Digital Transformation
- Systems & Solutions Integrations
- Managed Services
- IT Outsourcing & ADM/MSI

Technologies & Solutions

- Smart Solutions (Smart cities, smart buildings, smart meter, smart transport...etc)
- Cloud Computing
- Applications, IOT and Data Sciences
- Cyber Security
- Telecommunications (Fixed and Mobile Broadband)
- OSS and OSS
- Date Center
- Services Enablement and Platforms
- Collaborations & UCC
- Contact Center & Digital Customer Experiences
- Artificial Intelligence

Industries & verticals

- Telecommunications
- Public Sector
- Smart Cities
- Energy & Utilities
- Healthcare
- Transportations
- Education
- Public Safety & Defense

INTERESTS

Literature

Business & bibliography Reading

Travel

Learn about Culture and People