

Mohamed I. Ghoneim

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SUMMARY

A seasoned Technical Program Manager and Tech Lead with a demonstrated track record of successfully delivering complex technical projects and transformational programs on time and within budget. Possessing over 8 years of technical industry experience in the Middle East and Africa. Expert in cloud-native application development and architecture, with strong leadership skills and hands-on experience managing technical teams.

PROFESSIONAL EXPERIENCE

Sr. Technical Consultant – Multiple Clients

07/2022 – PRESENT

- Conducted technical assessments and identified opportunities for optimization and improvement, resulting in a 20% reduction in application latency for a client in the financial sector.
- Collaborated with cross-functional teams to design and implement cloud-based solutions, resulting in a 30% reduction in infrastructure costs for a client in the e-commerce sector.
- Provided technical consulting and leadership to clients in various industries, enabling them to adopt cloud-native technologies and modernize their applications.

Tech Lead/Sr. Technical Program Manager, Microsoft – Africa Transformation Office

06/2021 – 06/2022

- Managed complex technical engagements with startups and ISVs, overseeing the successful migration of solutions to Azure.
- Demonstrated expertise in Azure cost optimization by conducting in-depth analysis, technical reviews, and workshops.
- Created POCs and MVPs to test and validate new architectures, using them to inform decision-making in migration projects.
- Built system designs and conducted solution assessments to ensure implementation aligns with project goals and roadmaps.
- Provided mentorship and solution architecture guidance for the development of innovative solutions, following established frameworks such as the Well-Architected Framework and Cloud Adoption Framework.

Tech Lead/Sr. Technical Program Manager, Microsoft – 4Afrika Initiative, Technical Enablement

06/2020 – 06/2021

- Led a team of cloud architects and customer success engineers that migrated over 110 solutions on Azure.
- Collaborated with international organizations to implement cloud-based solutions in response to COVID-19.
- Engaged with Microsoft partners and startups migrating cloud solutions, resulting in 50% YoY growth in Azure consumption.
- Enabled leading industry customers to adopt cloud technologies, driving technical enablement in targeted segments.
- Built ROI-focused relationships with key stakeholders, resulting in successful collaborations on tech-enablement initiatives.
- Successfully migrated Microsoft partners, resulting in a 40% YoY adoption increase of advanced Azure Data and AI workloads.
- Developed technical engagement frameworks to enable the successful implementation of cloud-based migration projects across various workloads and industries.

Technical Program Manager, Microsoft – 4Afrika Initiative, Partners Development

06/2018 – 06/2020

- Increased Microsoft Cloud adoption through over 70 technical engagements and migration projects.
- Successfully drove technology engagements with partners, customers, and startups across regions to promote the adoption of advanced technologies and support the growth of businesses through Build-With and Go-To-Market activities.
- Led the development and delivery of over 20 technical solutions for customers through 4Afrika Skills-labs initiatives.
- Developed and led POCs for key engagements to support decision-making and delivered over 40 technical workshops and webinars to promote the adoption of advanced technologies.

Technical Program Manager, Microsoft – 4Afrika Initiative, Learning, and Skilling

02/2016 – 06/2018

- Led and executed the expansion plans for the program, increasing its footprint across the African region.
- Crafted and designed customizable technical curriculums, utilizing various learning resources to ensure effectiveness.
- Managed requirements, budget, and resources for the program, ensuring its successful implementation.
- Provided technical and management coaching, support, and mentorship to interns to develop their skills and knowledge.
- Signed five strategic partnerships for skilling programs with governments, partners, and industry enterprises.

Teaching Assistant, College of Computing, and Information Technology (AASTMT)

07/2015 – 02/2016

- Facilitated a range of courses and provided academic advisory and mentorship to support students.
- Assisted professors with exams and grading assignments and provided feedback to students on their performance.
- Taught courses such as Data Compression, Software Requirements and Specification, Web Development, .NET Professional Training, Mobile Computing & Applications, Computer Science 101, Big Data, and Cloud Computing.
- Consulted on technical projects and solutions for the university.

AFFILIATIONS

Advisory Board Member

11/2019 – Present

Arab Academy for Science, Technology & Maritime Transport (AASTMT)

EDUCATION

B.Sc. in Computer Science & Software Engineering

Arab Academy for Science, Technology & Maritime Transport (AASTMT)

Honors: First class with highest honors

Internships: Cloud Architect at IBM MENA, Software Developer at Microsoft Egypt

PROFESSIONAL AND TECHNICAL SKILLS

- Knowledge of software development processes and tools.
- Ability to create clear and concise technical documentation.
- Demonstrated expertise in building and developing cloud-native architecture and system design.
- Proficiency in program management using various methodologies (e.g., Scrum, Waterfall, Agile, hybrid).
- Strong skills in strategy development and implementation for the delivery of cloud solutions.
- Knowledge of networking concepts and technologies, such as TCP/IP, DNS, and VPN.
- Experience with DevOps tools and practices, such as continuous integration and delivery.
- Triage, prioritize, and execute simultaneously against incoming requests from the field or engineering teams.
- Experience communicating across technical and non-technical audiences, including executive levels and stakeholders.
- Strong analytical and quantitative skills; ability to use hard data and metrics to back up assumptions and opinions.

Knowledge and Experience:

- Programming languages: C/C++, C#, Python, Java
- Cloud: Microsoft Azure and familiarity with AWS and Google Cloud
- Containers and Microservices: Docker, Docker-compose, Kubernetes and its related services and tools
- Databases: Relational and OODB, Hierarchical database and NoSQL ex: MySQL, Oracle, SQL Server, and PostgreSQL
- Web Development: NodeJS, PHP, ASP.NET, HTML5, CSS3, JavaScript, jQuery, AngularJS and RESTful integrations
- DevOps and version control: Azure DevOps, GitHub, Git
- Issue tracking tools, such as JIRA or Trello
- Virtualization tools: VMware, Hyper-V, Virtual Box
- OS: Windows, Linux-based distributions

Highlights of professional certifications:

Microsoft Certifications:

- AZ-305: Solutions Architect Expert
- AZ-204: Azure Developer Associate
- MCE: Microsoft Certified Educator
- AZ-104: Azure Administrator Associate
- AI-100: Azure AI Engineer Associate
- MCT: Microsoft Certified Trainer
- AWS Certified Cloud Practitioner
- DP-900: Azure Data Fundamentals

LOGIC Management Consulting:

- Emotional Intelligence
- Effective Selling Skills
- Fundamentals of Marketing

EXTRACURRICULAR & VOLUNTEERING

Competitive Programming Trainer - International Olympiad in Informatics

Head of IT and Development - LTCP Project at United Nations Development Program (UNDP)

President - Student Council at College of Computing and Information Technology

Middle Manager for Communication and IT - AIESEC Egypt

Organizer - Google Computer Science for High School Program

Regional Expert - Microsoft Student Partner Program (MSP)

President - Azure Community in Egypt

Co-founder - TEDxAAST Alexandria

LANGUAGES

Arabic: First language

English: Fluent

French: Elementary