

Karim El-Khazen

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Date of Birth: October 5th, 1976 | French & Lebanese Citizenships



PROFESSIONAL SUMMARY

Seasoned sales leader with 20+ years of international experience and a proven track record of driving revenue growth and exceeding sales targets. Demonstrated success in building and leading high-performing teams, fostering an entrepreneurial spirit and a culture of excellence and achievement. Adept at formulating and executing innovative sales strategies, cultivating strategic partnerships, and consistently delivering exceptional results in competitive markets. Known for strategic thinking and a data-driven approach, combined with effective collaboration across cross-functional teams. Lived in the Middle East, Europe and the USA.

WORK EXPERIENCE

Apple Apr 2016 – Present
Riyadh (Saudi Arabia)

Head of Telco Sales May 2018 – Present

- Established and led the formation of Apple's Telco Sales organization of 4 Carrier Managers from its inception, handpicking top-tier talent and fostering a culture of teamwork, collaboration and empowerment.
- Cultivating and nurturing pivotal relationships with the Carriers, leveraging these partnerships to drive collaborative initiatives that resulted in record-breaking revenues growth (+116% in 5 years).
- Driving collaboration with Marketing, Services, Finance, Operations, Customer Experience and Engineering teams, ensuring alignment of strategies and resources to maximize impact.
- Playing an instrumental role in the launch of new products, solutions and operating models with Carriers, overseeing successful go-to-market retail strategies that are generating significant positive sales results.

Head of Enterprise and Education Sales May 2018 – Jun 2022

- Additionally to leading the Telco business, also developed the B2B business by recruiting 2 leaders from the Enterprise and Education sectors, resulting in doubling the business in 4 years.
- Drove the strategy and development of the B2B resellers channel management, through collaboration with the global partnerships, regional sales, channel marketing and system engineering teams.
- Acquired strategic customers across Government, Airlines, F&B, Healthcare and Education sectors.

Telco Carrier Manager Apr 2016 – Apr 2018

- Led the management and expansion of Apple's strategic relationship with the key Carrier partner "Mobily", successfully turning-around the account (+90% revenues in 2 years) through strong C-Level alignment, joint business plans and marketing initiatives, and close cross-functional collaboration within Apple.

Deutsche Telekom, Vice President Business Development & Innovation (BDI) Nov 2012 – Mar 2016
International Businesses Division, Bonn (Germany)

- Established and managed a global unit with full P&L responsibility and end-to-end accountability across partnering, solution development, marketing and sales focusing on global media-related cloud-based solutions. Leadership of a multinational team of 15 product development, project management, business development, sales and marketing professionals across Europe (Germany, Spain, France, and Hungary).
- Developed a portfolio of Over-The-Top (OTT) solutions for broadcasters, enterprises & operators in areas such as cloud enabling / content monetization based on strategic partnerships e.g. launched Live TV service, Video-on-Demand (VoD) service, and big data-driven web performance optimization solution.
- Acquired major customers across Europe, Middle East and Russia and generated substantial revenues growth by creating market opportunities with new types of customers or greenfield markets. Increased International Business Unit's competitiveness through innovation by cooperation with best-in-class technology partners/start-ups and creation of new business development opportunities.
- Delivered results through tremendous drive, agility, strong negotiation skills, start-up attitude and collaborative style with colleagues, partners and customers.

Deutsche Telekom, Head of Project Development Aug 2011 – Oct 2012
International Businesses Division, Bonn (Germany)

- Managed product innovation and project development processes across Deutsche Telekom's international businesses, e.g. ensured the end-to-end delivery in a record time of a new WiFi service.
- Led a multinational team of 10 product development and project management professionals in Germany, Hungary, Austria, the US and the UK through scouting, concept evaluation, incubation, realization and portfolio management.

Deutsche Telekom, Senior International Partnership Development Manager Nov 2009 – Jul 2011
International Businesses Division, Bonn (Germany)

- Developed and set up a new business function for Deutsche Telekom for selling capabilities and collaboration opportunities to other non-competing international telecom operators.
- Identified, structured and executed two strategic partnerships with other operators that created new growth segments for DT e.g. sold for the first time DT-internal solution to 3rd party operator.

T-Mobile International, International Program Manager Nov 2007 – Oct 2009
Project Management Division, Bonn (Germany)

- Directed cross-functional project and program teams of 30+ managers, designers, developers and technicians located in Germany, Austria, Czech Republic, Slovakia, the UK and Netherlands.
- Managed Top 20 Product Development programs in collaboration with the Product Management and Technology organisations of T-Mobile, as well as suppliers in Europe, North America and Asia.
- Successfully delivered the Mobile Instant Messaging program in Germany, Czech Republic and the UK (4 m€ budget). Received T-Mobile International's CTO Award for exceptional performance.

T-Mobile International, International Project Manager Jun 2006 – Oct 2007
Mobile Messaging Group, Vienna (Austria)

- Turned around the Mobile IM/Super SMS project (2 m€ budget) that was substantially late to the market, and successfully delivered it to the business in Germany and the UK.
- Supported the program management of several service implementation projects related to the Instant Messaging and managed directly the technical inter-working activities with Vodafone.

Motorola, Technical Manager Sep 2001 – Apr 2006
Corporate Research Lab, Paris (France)

- Managed collaborative project (17 m€ budget, 55 PY/Y) funded by the European Commission, interfacing daily with its 28-partner consortium in 10 European countries.
- Defined business opportunities and actively contributed to the strategy identification for reconfigurability for Motorola by liaising with standardisation and regulation bodies.
- Led the multi-country & multi-partner development of Monasidre (European project) Telecom platform.

EDUCATION

Harvard Business School (Online) 2024
Certificate program on "Organizational Leadership".

Kellogg School of Management / WHU (USA & Germany) 2008 – 2010
Executive MBA jointly offered by Kellogg School of Management at Northwestern University and WHU Otto-Beisheim School of Management. General Management program focusing on Team Leadership.

Georgia Institute of Technology (USA) 2000 – 2001
Master of Science in Electrical & Computer Engineering. Major in Telecommunications.

Ecole Nationale Supérieure de l'Electronique et de ses Applications (ENSEA) (France) 1997 – 2000
Graduate French engineering degree in Networks and Telecommunications.

Lycée Privé Sainte Geneviève (France) 1995 – 1997
Intensive program in Mathematics & Physics preparing entrance to highly selective engineering schools.

MISCELLANEOUS

- Languages: Arabic & French: Mother tongues; English: Fluent.
- Volunteer in the Lebanese organization of the "Order of Malta".
- Creator & developer of a suite of iOS apps on Lebanese cuisine: "100 Lebanese Recipes".
- Studied in Lebanon, France, Germany, the US, and travelled through Europe, the US, Middle East & Asia.
- Interests include travelling, photography, cooking, sports, web technologies and sports.