

AHMED KHALIFA

CURRICULUM VITAE



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SAP SE
SAP Globalization Service
Dubai, UAE

PRODUCT EXPERT

Ahmed brings along more than two decades of experience in the software industry and products development; he is leading the localization solutions across SAP products for the private and public sectors in the SAP MENA region, helping SAP customers for over ten years to run compliant in the areas of financials, logistics, taxation, e-invoicing, and statutory reporting.

EDUCATION

B.Sc. Mathematics Statistics and Computer Science

AIN SHAMS UNIVERSITY

Cairo, Egypt
1995 – 1999

Overall Grade
Good

Graduation Project
Excellent

CONTACT



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as Product Expert at SAP Globalization Services, which supports Intelligent Enterprises to go global and empowers every customer to succeed globally and locally; my role involves creating and implementing localization solutions strategies for SAP products to cater to the MENA regional markets.

Oversee the MENA localization projects and collaborate with cross-functional teams, government authorities, and business partners to monitor the new legal requirements and the legal changes for SAP localized products and evaluate localization performance metrics to enhance future projects. Furthermore, I ensure that strict quality control procedures are adhered to, thus ensuring uniformity across all SAP localized products.

Manage the product life cycle, from legal requirements gathering to solution implementation
Techno-functional knowledge of SAP S/4HANA, specifically in Finance, Accounting, and Logistics.
Thorough documentation and description of all requirements.

Provide extensive localization solutions and offerings, accompanied by informative demonstrations and presentations. Moreover, I support the sales team in responding to RFPs with the highest level of professionalism and efficiency.



Honor Board in Numbers

+22 years of experiences

11 Country versions

+25 Country versions

EXPERIENCE

Oversaw SAP Localization process in MENA

- Led the localization of over on-premise and cloud products in the MENA market.
- Being an official speaker for SAP MENA Localization at several of SAP's regional events.
- Played an integral role in seamlessly adopting SAP products for a top-tier customer.
- Helping customers achieve optimal financial and tax reporting management, leading to a substantial increase in tax compliance effectiveness.

Collaborate with Business Partners

- Established a robust network and partnership with government authorities
- Helping customers comply with the new Electronic Invoicing requirements in Saudi Arabia and Egypt
- Ensure compliance of localization solutions with legal obligations and a standardized approach.
- Delivered the Statutory Reports solutions to fulfill the indirect tax declarations in MENA.

Customer-focused mindset

- Prioritize a customer-focused mindset to anticipate customers' needs
- Owns a Blockchain use-case for **Authority Tax Ledger** for real-time transparency on tax transactions.

Software Development Manager ALATTYA COMPUTER & TECHNOLOGY

2004-2012
Doha, QA

- Overall responsibility for the successful initiation, planning, design, execution, monitoring, controlling, and closure of a project.
- Proud of my leadership of a team of highly skilled developers has resulted in the creation of cutting-edge ERP applications for both private and public sectors in Qatar. ACT's customer base has expanded exponentially, with over 250 satisfied customers in the private sector and more than 15 in the public sector.

2001-2004
Cairo, EG

Software Developer MIDDLE EAST TECHNOLOGY

- Experience in architecting, designing, and developing Oracle applications. Furthermore, I have effectively implemented MET's ERP applications for various public sector entities and universities located in Egypt.

SKILLS

General

Product Management
Project Management
Development Management
Go-to-market Strategy
Pre-sales
Data Analytical
Attention to detail
Creative
Teamwork
Building Trust Communication
Customer Engagement
Customer Success
Presentation
Lead Innovation for Great Results

SAP modules

SAP (FI-CO) Financial Accounting and Controlling
SAP (PSM-FM) Funds Management
SAP (MM/ SD/ SRM) Logistics

THANK YOU

AHMED KHALIFA