Yosry Negm

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PROFESSIONAL SUMMARY

Strategic Product Leader and Technology Innovator with over 20 years of progressive experience driving digital transformation, product strategy, and large-scale technology programs across government, and private sectors. With a strong foundation in software engineering, systems analysis, and IT management, I have successfully led cross-functional squads to deliver user-centric products, scalable platforms, and high-impact AI solutions. My expertise spans product vision and road mapping, business and systems analysis, platform integration, UX optimization, and advanced analytics, complemented by a deep understanding of government technology ecosystems and regulatory frameworks. Throughout my career, I've held leadership roles spanning Product Management, Business Analysis, System Architecture, and IT Operations, consistently bridging business strategy with technical execution. I bring a unique blend of strategic thinking, hands-on delivery, and team leadership, enabling organizations to innovate confidently, optimize operations, and deliver measurable business value.

WORK EXPERIENCE

Product Manager (AI & Digital Platforms) November 2023 - Present
NHC Innovation • Riyadh, Saudi Arabia

Driving the strategy and execution of data-driven housing products—most notably the Rental Score service—across the Ejar/Sakani ecosystem. I lead cross-functional squads (product, engineering, design, ops, GTM) to ship user-centric features, integrate with government tech partners, and scale adoption with clear KPIs and experimentation.

- Own the product **vision, roadmap, and OKRs** for tenant-scoring and related digital services; align priorities with NHC's growth objectives.
- Lead discovery (user interviews, journey mapping, competitor scans) to translate **pain points into prioritized epics/user stories**.
- Ship iteratively: **PRDs, wireframes, backlog, sprints, UAT, release notes**, and post-launch analytics/experiments (A/B tests).
- Act as a **bridge between business & engineering**; guide API/integration decisions (Ejar/Sakani, Nafath, government platforms such as REGA, MOJ, etc.).

- Establish **product SOPs** and measurement: define success metrics, instrument funnels, and run analytics.
- Champion **UX quality** (usability testing, rapid prototyping) to reduce friction and increase conversion/retention.
- Incubate **AI use cases** (LLM-assisted support/chatbot, content ops, internal tooling) with an emphasis on privacy, transparency, and bias controls.
- Partner with Sales/Marketing/Support on **GTM**, enablement, and feedback loops to drive adoption and revenue.

Business Analyst Team Lead October 2022 - October 2023
National Events Center • Riyadh, Saudi Arabia

Responsible for analyzing the project in addition to searching for appropriate technologies for its implementation. In addition, works on creating new products from different niches and improving finished projects as well as the following: -

- Delegate and assign tasks to BAs.
- Create a work plan for improvement.
- Search for the most suitable technologies.
- Evaluate current business problems.
- Implement recommendations to improve business processes.
- Leaded a variety of large-scale projects for several government bodies and business sectors by managing project scope, prioritization, UAT Plans, and ensuring on-time product delivery.
- Supervised the design of new products and evaluate the sales pattern of the product.
- Facilitated successful integrations between different types of platforms and services.
- Maintained, tested and improved diverse enterprise business and systems operations.
- Analyzed and designed several Artificial Intelligence and RPA based solutions.
- Hands on writing Unit tests, QA assurance and control as well as UX enhancing.

Senior Business Analyst October 2021 - October 2022
National Events Center • Riyadh, Saudi Arabia

Key Roles and Responsibilities: -

- Engage various stakeholders to gather and document business requirements, processes, workflows and user stories required for the analysis of as-is and future cases.
- Solicit and analyze functional and non-functional requirements and validate them.
- Produce analysis documents such as BRDs, Use Case Diagrams, Wireframes, BPMNs, etc.
- Suggest, analyze and design IT solutions and systems required to improve the organization's performance and enhance its workflow.
- Create and implement IT strategy, policies and procedures, and also ensure process re-engineering.
- Play an active role in coordinating between multiple business units and development teams as well as supporting different teams in the organization by proposing solutions and analysis documents.
- Evaluate and audit several existing software products and information systems as well as quality assurance practices.

Senior System Analyst Nov 2018 - Aug 2021
Applied Computer Services Company (HASIB) • Riyadh

- Engaged with all types of stakeholders for gathering business needs and user stories to gap analysis between As-Is and To-Be models.
- Elicited functional and non-functional requirements validated them and identified related business rules and constraints to depict user journeys and product epics.
- Conducted numerous technical specifications documents such as SRS, FRS, use cases, User forms, ERD, DFD, BPMN, UML diagrams, etc.
- Analyzed and designed a Government Suite from scratch, integrated to various platforms and with detailed modules as Accounting, Financials, Assets Management, HR, Budgeting, Warehouses & Inventory Control, and more.
- Led and trained various projects teams members throughout whole SLDC Utilizing DevOps Azure Server, SharePoint, Visio, MS Project, Jira

IT Manager Aug 2013 - Aug 2018
Saleh Abdulaziz Al-Rajhi & Partners Co. Ltd. • Riyadh

- Led the company's IT strategy, infrastructure, and operations, ensuring seamless technology support for multiple business units across the organization.
- Directed a multidisciplinary IT team responsible for network administration, cybersecurity, software deployment, and hardware maintenance, achieving high service availability and user satisfaction.
- Oversaw the planning and implementation of enterprise-wide systems upgrades, including ERP integrations, server virtualization, and data center enhancements to support business growth.
- Developed and enforced IT governance frameworks, security policies, and disaster recovery plans, significantly reducing system downtime and strengthening compliance with regulatory standards.
- Collaborated closely with executive leadership to align IT initiatives with business objectives, optimize technology investments, and deliver cost-effective solutions.
- Managed vendor relations and procurement processes, negotiated contracts, and introduced performance KPIs to ensure quality service delivery and budget adherence.
- Spearheaded digital transformation initiatives that modernized legacy systems, improved operational efficiency, and enhanced internal communication workflows.

Systems Analyst Aug 2008 - Aug 2013
Advanced Research Group • Riyadh, Saudi Arabia

- Requirement gathering, elicitation, analysis, documentation and conceptual diagrams
- Conducting extensive visual, business and technical modeling and "What-If" scenarios
- Analyzed and designed from scratch, complete custom ERP systems for private companies including CRM, HR, Financial, Etc.
- Built product roadmap and development path for many projects from initiation until customer satisfaction verified reaching documentations for user manuals and Procedure Manuals
- Worked closely with developers and a variety of end users to ensure technical compatibility and user satisfaction
- Planned development tests and quality test to a wide range of systems and applications

Software Engineer Feb 2004 - Feb 2008
Projects Portfolio • Riyadh

Developed numerous large-scale systems and web applications such as but not limited to: -

- A comprehensive ERP system includes General Ledger, AP, AR, Assets, Inventory, etc.
- Funding & Loan Management, HR Evaluation, Document Control and Archiving systems
- Event management systems for, ticketing, registration point and publications
- Online portals, stores, e-catalogs, magazines, and e-learning platforms

EDUCATION

Bachelor of Computer Science & Engineering Sep 1997 - Sep 2002
Faculty of Electronic Engineering, • Menofia University, Egypt

5-Years University program of wide range of advanced Computer Science and Engineering. It included courses such as Software Engineering, Programming, Database design, Artificial Intelligence, Algorithms, Data Structures, Circuit Design, Computer Architecture, and more.

SKILLS

- Strategic Planning, Decision making, problem solving, Critical thinking and Research.
- Leadership, management, negotiation, time management, communication and facilitation.
- Product Management, Team Leadership, and AI Consultation
- Systems and Business Analysis (*Agile, Scrum, Visio, Jira, MS Project, TFS, Azure DevOps*)
- Artificial Intelligence & Machine Learning Systems Analysis, Design and Data Strategy
- Building advanced predictive models and data visualizations (*Python, R, Matlab, Tableau)*
- Software Development Solid experience (*C#, ASP.NET, Angular, SQL, Oracle, PHP*)