

Sayed I. Gharbawi



Experience

2007 – To Date Egyptian Regulatory Authority

Executive President Advisor for Technical Affairs & Projects

- Responsible for the 2nd Fixed License project to introduce competition in the fixed services market in Egypt
- Registrar and member of the Industry Committee representing the Egyptian Telecommunications Industry to the Regulator
- Member of the Egyptian Delegation to the WRC 07

2005 – To 2007 Motorola Egypt Limited

Dual Role Country Manager, Government Relations Manager

- In Charge of all Government Related Activities
- Handled all Spectrum Management activities including participating in the first Spectrum National Plan project and subsequent projects
- Managed all type approval activities.
- Managed all regulatory activities for WiMAX, IPTV, 3G, CDMA, TETRA, as well as iDEN technology
- Managed all Motorola representation with major customers in country in the Public Safety area as well as all Government agencies and commercial customers.
- Started the Government Relations Program in Kingdom of Saudi Arabia to support Motorola's interest.
- Handled coordination between the Motorola business units to ensure achieving all country goals.

**Experience
(cont.)**

1997 – 2005 Motorola Egypt Limited

Government Relations Manager Middle East

- Member of the Egyptian Delegation to the Arab Spectrum Group from 2001 to 2004.
- Successfully Represented the Industry's interests as a member of the drafting committee for the new Telecommunications Law responsible for the Spectrum Chapter.
- Successfully Represented Industry's interests in planning for Spectrum for WiFi in 2.4 and 5.7 GHz and most recently WiMAX in the 3.5 Ghz.
- Successfully Represented Industry's interests in streamlining of type approval for handsets.
- Successfully negotiated simplifying the process for 2 way radio licenses and fee reduction.

1995–1997 IBM Egypt

Sales Manager

- Responsible for sales of Local Area Networks.

**Experience
(cont.)**

1987–1994 NCR Egypt and U.A.E

Senior Sales Representative

- Managing various Government Accounts in UAE and Egypt.

Currently

- Member of the Board of Directors for the IT Industry Development Agency (ITIDA). A government agency responsible for developing the IT sector in Egypt.
- Member of the Board of the Telecommunications Branch in the Egyptian Federation of Industries
- Member of the Steering Committee for the Software Engineering Certification Center.
- Member of the Industry Committee representing the Telecommunications Industry interests to the Telecommunications Regulator

Education

1982–1987 Ain Shams University Faculty of Engineering Cairo

- Bachelors Degree in Telecommunications Engineering.

Training

Gone through extensive skills training throughout my career attending well over 60 training courses. All training courses attended were in-house courses designed to increase proficiency in areas of Product sales, Sales management, Relationship Building, Managing teams, Managing Crisis, IT standards, Open systems, Database development basis, NCR systems portfolio, IBM standards, IBM products and services portfolio, LAN, WAN, switches and Routers configurations, Spectrum Management, Telecommunications Regulatory issues, GPRS, 3G & CDMA issues, WiFi and Wave LAN, etc...

Language

Perfect Arabic and English.

Personal Data

Date of Birth

August 8th 1965

Marital Status

Married with 2 Children

Military Service

Finally Exempted