

Yousef Hasan Khalili

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www.yousefkhalili.ai | UAE Golden Visa Holder (2032) | English (Fluent) | Arabic (Fluent)

PROFESSIONAL SUMMARY

Globally recognised AI and digital transformation leader with over 30 years of experience driving technology-led change at the highest levels -- from the Arab world's first eGovernment to NEOM's Cognitive City vision and the next generation of Agentic AI enterprises. Technology evangelist, thought leadership catalyst, and influential public speaker with a track record of building and scaling multi-billion-dollar businesses across EMEA and MEA. Named a Gamechanger in Artificial Intelligence by Inc. Arabia in 2025.

Core Competencies: Agentic AI | Generative AI Strategy | Artificial Intelligence | Machine Learning | Digital Transformation | Smart Cities | Cognitive Infrastructure | Digital Government | P&L; Management | Revenue Growth | Channel and Partner Management | GTM Strategy | Public Sector | Cloud and Data Platforms | Executive Leadership | Board Advisory | Enterprise AI | Keynote Speaking | Blockchain | Digital Twins | C-Suite Engagement | Business Development | Big Data

CAREER SUMMARY

Period	Organisation	Title
2024 -- Present	Quant AI Inc.	CEO MEA & Global Chief Transformation Officer
2022 -- 2024	TONOMUS (NEOM)	Chief Commercial Officer & President, Global Professional Services
2013 -- 2022	ZainTech	GM & Head of Smart City & Digital Government Practice
2004 -- 2013	Cisco Systems	Director, EMEA & Russia/CIS
2002 -- 2004	Microsoft	Marketing & SMB Senior Manager, Middle East
2001 -- 2002	Dubai eGovernment	Marketing & Community Outreach Manager
1997 -- 2001	Al Rostamani Group	Business Development & Marketing Manager
1995 -- 1997	Al Majid IT	Software Division Manager
1993 -- 1995	Ideal Systems	Account Manager

PROFESSIONAL EXPERIENCE

Chief Executive Officer, MEA and Global Chief Transformation Officer

Quant AI Inc. | New York, USA | quant.ai | June 2024 - Present

Leading the MEA business and global transformation practice for Quant AI Inc., a world leader in Agentic AI technologies. Responsible for building and scaling the company's presence across the Middle East, Africa, and Europe -- deploying multi-agent AI frameworks that augment human productivity, automate complex workflows, and drive measurable efficiency gains for governments and enterprises.

- Generated 50% of company revenue from the MEA region within the first six months of joining.
- Signed flagship enterprise accounts including Saudia Group, the Ministry of Interior in Saudi Arabia, and Dubai's Roads and Transport Authority.
- Designed the global vertical-industry go-to-market model across aviation, energy, transportation, and financial services.
- Built a hybrid workforce of 25 professionals and AI agents across sales, bid management, delivery, and customer success, scaling regional operations at a fraction of traditional cost.

- Named a Gamechanger in Artificial Intelligence by Inc. Arabia within the first year of tenure.
- Spearheaded strategic partnerships and alliances that extended Quant AI's global reach across aviation, government, and enterprise markets.

Chief Commercial Officer and President, Global Professional Services

TONOMUS (NEOM Tech and Digital Company) | tonomus.com | June 2022 - June 2024

Managed all global sales, pre-sales, post-sales, partnerships, and operations across connectivity, data centre, cloud, platforms, solutions, and applications. Led the specialised professional services business responsible for imagining, designing, building, and delivering platforms and solutions for NEOM.

- Generated SAR 1 billion in revenue with the team within two years across data centre hosting, software licensing, and professional services.
- Led a 200-person organisation spanning sales, pre-sales, solutions architecture, delivery, and customer success.
- Reduced annual spend by 25% by eliminating failed projects and proofs of concept, consolidating key partnerships, and renegotiating supplier terms.
- Built the Professional Services Unit from scratch and hired more than 50 smart-city specialists within one year.
- Established global go-to-market operations in three months and built the sales, pre-sales, and partner-management teams.
- Conceptualised the Channel Partner Programme and signed global partners including PwC, Deloitte, Accenture, Publicis Sapient, and Tech Mahindra.
- Developed NEOM's regional cognitive masterplans for The Line, Sindalah Island, Trojena, and Gulf of Aqaba, together with digital strategies for NEOM sectors.
- Created The TONOMUS Way, an early Generative AI operating initiative that improved team productivity by at least 15% across RFP analysis, bid qualification, solution design, proposal development, and delivery.
- Appointed to Saudi Arabia's National Digital Transformation Committee representing NEOM and served as Directly Responsible Individual for TONOMUS's Generative AI strategy.

General Manager and Head of Global Smart City and Digital Government Technology Practice

ZainTech (Member of Zain Group) | zaintech.com | November 2013 - May 2022

Led the Smart City and Digital Government practice across ZainTech operations in Kuwait, Saudi Arabia, Bahrain, Jordan, Iraq, Sudan, and the UAE. Evolved the offering from a niche advisory shop to an end-to-end Digital Transformation Service Provider for smart nations, cities, and districts.

- Generated more than \$20 million in consulting services and product-licence revenue from customers including Smart Dubai, Masdar, Majid Al Futtaim, Amanat Al Riyadh, and Amanat Makkah.
- Led a 15-person team delivering smart-city masterplans, digital platforms, and transformation programmes.
- Won the Smart Dubai digital transformation engagement and supported more than 40 government departments with three-wave, five-year transformation roadmaps.
- Led the UAE Federal Data Policy, Standards and Exchange Guidelines engagement for the Prime Minister's Office and TRA.
- Led the Dubai Data Establishment operating model, Dubai Data Law, and Dubai Open Data Manual across more than 40 government entities.
- Won Dubai's Digital Identity and Signature Strategy, Digital Payment Strategy, and Geo-Spatial Services Strategy engagements.
- Led the Digital Sharjah engagement end-to-end, including an on-premise digital platform using Big Data, Artificial Intelligence, and Blockchain.
- Contributed to the Digital KSA 2030 vision and Digital Sector Transformation projects for NDU and the Ministry of ICT.
- Delivered smart-district transformation projects for Dubai Silicon Oasis and Masdar Smart City and helped commission three federated private clouds across the UAE, Saudi Arabia, and Kuwait.

Director, Europe Middle East Africa and Russia/CIS

Cisco Systems International | cisco.com | July 2004 - October 2013

Progressive leadership roles across a nine-year tenure, culminating in ownership of a \$2.7 billion commercial enterprise segment across EMEA and Russia/CIS -- recognised as the fastest-growing segment in Cisco's EMEA region.

- Director, EMEA and Russia/CIS | August 2011 - July 2013: Owned the \$2.7 billion commercial segment and grew revenue 11% year-over-year for two consecutive years.
- Operations Director, MEA and Emerging Markets | August 2007 - July 2011: Co-created the Partner-Led GTM model and grew the commercial segment 30% year-over-year during the recession.
- Managed more than 50 sales professionals, a \$400 million direct quota, over 700 partner resources, and 500 new corporate logos.
- Sales Manager, Middle East and Africa | August 2006 - July 2007: Launched commercial-segment entry and built channel and distribution teams across MEA.
- Marketing Manager, Middle East and Africa | July 2004 - July 2006: Led marketing across the Gulf and then all of MEA, including partner, customer, and segment marketing.

Marketing and SMB Segment Senior Manager, Middle East

Microsoft Corp. | microsoft.com | July 2002 - June 2004

Led overall marketing across all Middle East segments while owning SMB-segment sales through a marketing-led, closed-loop call-centre operation. Developed a new focus on Microsoft Business Solutions and intellectual-property-rights protection.

Marketing and Community Outreach Manager

Dubai eGovernment | September 2001 - June 2002

Launched the first eGovernment initiative in the Arab world, which achieved sixth rank globally. Designed the dubai.ae government portal from scratch, led online marketing and public-private partnerships, established e4all to expand internet penetration, and helped conceptualise ePay.

Business Development and Marketing Manager

Al Rostamani Group | UAE | September 1997 - August 2001

Software Division Manager

Al Majid IT (Texas Instruments Distributor) | Middle East | May 1995 - August 1997

Account Manager

Ideal Systems (Apple Distributor) | Jordan | January 1993 - April 1995

EDUCATION

Executive MBA (GEMBA) | INSEAD | Fontainebleau, France and Abu Dhabi, UAE | 2014

Bachelor of Science, Business Administration | University of Jordan | Amman, Jordan | 1993

SKILLS

Agentic AI | Generative AI | Artificial Intelligence | Machine Learning | Digital Transformation | Smart Cities | Cognitive Infrastructure | Digital Government | P&L; Management | Revenue Growth | Business Development | Channel Management | Partner Management | GTM Strategy | Public Sector | Government | Cloud | Data Platforms | Big Data | Executive Leadership | Board Advisory | Enterprise AI | Digital Twins | Blockchain | Metaverse | Keynote Speaking | C-Suite Engagement | Inclusion Diversity Equity and Awareness (IDEA)

AWARDS AND RECOGNITION

- Inc. Arabia Gamechanger in Artificial Intelligence 2025
- UAE Golden Visa holder (2032)
- Featured in Forbes Middle East, Gulf Business, The Observer, AGBI, Arab News, CEOWORLD Magazine, Fast Company ME, Inc. Arabia, Elite Business, People Management CIPD, Entrepreneur ME, European Business Review, The European, Indian Management Magazine, GB Leaders Magazine, Maddyness, and Training Magazine

PUBLICATIONS AND MEDIA

- Inc. Arabia -- Gamechangers 2025: Yousef Khalili -- Quant AI
- Elite Business -- How Agentic AI Can Revolutionise Your Customer Experience
- People Management (CIPD) -- HR Must Support Employees Worried About Being Replaced by AI
- Entrepreneur ME -- The Happy Hustle -- How Entrepreneurs Can Find and Build Happiness at Work
- FutureWeek -- Agentic AI Leaders on How Agents Will Reshape Media and Marketing
- The Observer -- The AI Leaders Shaping the Future of Business
- The Observer -- The AI Leaders Driving Change in the Middle East
- Forbes Middle East -- AI Leaders Shaping the Region
- Fast Company ME -- The Innovators Transforming the Middle East
- Gulf Business -- Gulf Business Leaders: Yousef Khalili
- Arab News -- Boardroom Insights: AI Strategy in the Gulf
- Arabian Business -- Feature Interview, Arabic Edition, October 2024
- AGBI -- AI in the Gulf: Building the Cognitive City
- CEOWORLD Magazine -- The Future of AI Leadership in Emerging Markets
- European Business Review -- Digital Transformation in the Middle East

SPEAKING ENGAGEMENTS

- LEAP 2026 -- Keynote Speaker, Riyadh, Saudi Arabia
- Dubai Airshow 2025 -- Saudia Airlines Partnership Signing, Dubai, UAE
- Urban Future Week 2025 -- Museum of the Future Keynote, Dubai, UAE
- KAUST WEP 2024 -- Panel Speaker, KAUST, Saudi Arabia
- LEAP 2024 -- TONOMUS Booth and VIP Delegation Briefing, Riyadh, Saudi Arabia
- GITEX 2023 -- TONOMUS: The Future is Cognitive, Dubai, UAE
- B20 India 2023 -- Saudi Delegation, New Delhi, India
- Vision Golfe Paris 2023 -- Saudi-France Business Forum, Paris, France
- MWC Barcelona 2023 -- Unlocking Tech: NEOM Panel -- Industrial Metaverse and Cognitive Cities
- ITU Webinar 2023 -- Digital Transformation: Risks and Rewards of Generative AI
- FII 6th Edition 2022 -- FII Investor Perspectives, Riyadh, Saudi Arabia
- MENA ICT Forum 2022 -- Keynote Speaker, Dead Sea, Jordan
- Fast Company ME WCIME22 -- World Changing Ideas Summit, Dubai, UAE
- ALTS Connections -- Speaker, Miami, USA