Tarig Rahamtalla

ENTREPRENEUR | CHIEF EXECUTIVE | FINANCE AND DIGITAL TRANSFORMATION

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Executive profile

Entrepreneur and senior executive with leadership experience across telecommunications, finance, technology and international business development. Founder and co-owner of GWS Consult LTD and former Chief Executive Officer of Expresso Telecom Group, with a track record of leading multinational teams, improving financial performance, restructuring complex liabilities and negotiating high-value commercial and regulatory agreements. Experienced in engaging government leaders, boards, investors and technology partners to advance digital transformation and growth. Fluent in Arabic and English.

Selected career achievements

- Negotiated more than US$20 million in savings in regulatory fees for a telecommunications group.
- Led a strategic exit from an underperforming operation, reducing losses and releasing cash, and oversaw another divestment that saved approximately US$3 million per month.
- Refinanced more than US$60 million of supplier debt and managed settlement of a US$240 million licence loan during a period of significant financial pressure.
- Protected an investment in a major international submarine cable by securing a partner, saving more than US$30 million.
- Built a mobile-device distribution partnership spanning five African markets, generating millions of US dollars in revenue.

Professional experience

GWS Consult LTD | Founder and Co-Owner | 2021–Present

Lead the development of a UK-based technology consultancy with a presence in London and Riyadh, building relationships with governments, businesses and strategic technology partners.

- Develop GWS's strategy and commercial pipeline across digital government, cloud services, enterprise software, cybersecurity and business transformation.
- Build strategic partnerships with Yonyou and GPCN to support the delivery of ERP, digital government and cloud solutions for public- and private-sector customers.
- Lead discussions and proposals with senior government stakeholders on tax administration, public finance, mining-sector digitalisation and revenue assurance, including potential performance-linked and public-private partnership models.
- Advance plans to bring Yonyou enterprise systems to UK businesses, including Chinese-owned companies seeking to connect UK operations with their wider groups.
- Led a digital-device distribution venture with a Chinese partner, generating millions of US dollars in revenue across five African markets.
- Advised on a potential financial-technology expansion, proposed a digital infrastructure assessment to a UN programme, and managed an e-commerce platform connecting diaspora customers to goods and services for their families.

Expresso Telecom Group | Chief Executive Officer | 2013–2020

- Led a team of approximately 100 people with responsibility for group strategy, planning, budgets, profit and loss, expansion and financial governance.

- Delivered more than US$20 million in regulatory fee savings through negotiations and secured a five-year licence extension under revised coverage commitments.
- Led the divestment of an underperforming operation, reducing losses and generating cash proceeds.
- Introduced a performance-based compensation model and led initiatives to improve operational efficiency, financial results and risk management across business units.
- Developed a mobile money service through a strategic partnership and negotiated international traffic agreements that created new revenue streams.
- Negotiated network expansion and supplier debt restructurings, and advised the board on acquisitions, divestments and capital allocation.
- Championed digital transformation and represented the group in engagement with the United Nations Global Compact.

Sudatel Telecom Group | Finance Leadership | 2010–2013

Vice President, Financial Operations and Support (2012–2013) | Chief Financial Officer (2010–2011)

- Led a finance organisation of approximately 150 people, overseeing planning, accounting, treasury, procurement and financial management across international subsidiaries.
- Refinanced more than US$60 million of supplier debt and managed a US$240 million licence loan, including guarantees and settlement of historical obligations.
- Exited an underperforming project, saving approximately US$3 million per month, and secured a partner to preserve a submarine cable investment, saving more than US$30 million.
- Used asset-backed financing and a commodity export arrangement to help settle obligations and support expansion during a period of currency and liquidity pressure.
- Standardised finance and supply-chain processes, strengthened reporting and risk oversight, and advised leadership on budgets, capital allocation and organisational restructuring.

Earlier experience

Accountant, Arthur Andersen; Client Financial Management Analyst, Accenture; Assistant Manager, Contracts Management, Marriott International; Senior Financial Analyst, FCC; Revenue Assurance Director, Sudatel.

Education

Master’s Degree in Accounting, Strayer University
Bachelor’s Degree in Business Management, Cairo University

Executive education and professional development

- Strategy Execution for Results, London Business School
- Finance for Senior Executives, Harvard Business School
- Forensic Accounting, Georgetown University
- Diploma, Global Revenue Assurance Association
- Telecoms for Non-Engineers, Teracom Institute
- International Directors Program, INSEAD
- Executive Graduate Certificate, Blue Ocean Strategy, INSEAD

Languages

Arabic and English