

Business, Operational  
& Strategic Support

Ziad El-Hefnawy  
Legal Manager & Counsel

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Garden City, Cairo, Egypt  
1980-06-19

● Efficient legal counselling, business operation, strategic support, risk management, dispute management, process optimization, and strategic advisory in diverse private and public sectors including in the Technology, Automotive, Real Estate, Construction, Engineering, Space, Agriculture, and more industries **since 2005**. Fluency in Arabic, English and French.

2002  **Masters of International Business Law** French Sorbonne section - Bachelor equiv. Maitrise  
+ Egyptian Diploma Equivalent Cairo Univ.  
1997 **Baccalaureate, French school:** (C.S.F., J suites Cairo - Scientific section)

## Professional Experience

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**Hefnawy House - Legal & Management Consulting** **2024 - present**  
Principal Legal & Management Consultant <https://hefnawyhouse.com/>

**Bin Suwaidan Law Firm** **2022 - 2024**  
Head of Corporate Affairs Dubai remotely - Cairo

- **Management of the firm's corporate and commercial department** providing legal counsel to UAE clients (Sectors include Construction, Services, Technology and Space industry – Advice on mega Projects, Contracts, general Coporate as well as dispute negotiation and management).

**Self- Employed Legal Consultant** **2019 - 2022**  
Egypt

- Operation and Business support and Consultancy to private sector.
- Author and Self published « Virtual Smart Codes – Socio-Legal Reflections on Connected Technologies ». <https://diwanegypt.com/product/virtual-smart-codes/>

**Al Fahim Group** **2015 - 2019**  
Senior Legal Counsel Abu Dhabi UAE

- Legal Counsel and training to the Group Management and Shared Services in Automotive, Real Estate, Hospitality, Products, and Services industries.
- Managed the **Automotive BU (Mercedes, Jeep, Fiat, Michelin, Bosch)**. Managed and coordinated the business with Principals, External Counsels and Local Authorities.
- High judicial and non-judicial dispute resolution success rate.
- Remodeled the Legal Department's information flow and document management system.

**Parsons International Ltd. (Civil Engineering)** **2013 - 2015**  
Contracts Administrator Abu Dhabi UAE

- **Contract, RFP and claim management, risk analysis and general counsel to Management.**
- Managed MENA Group **Registrations, Licensing, Classification** as well as **Procurement policies.**
- Focused consultancy to Parsons' **Transportation** Group Division.

**Agricultural Family Project**  
General Manager

**2011 - 2013**  
Ismailia Egypt

- Managed all **legal, governmental, commercial, labor, financial, water, land and security** matters.

**M. Yassin Tag-El-Din Law Firm**  
Of Counsel (Part-time)

**2011 - 2013**  
Cairo Egypt

- Legal support with arbitration cases.

**Orascom Telecom Holding**  
Legal Specialist

**2010 - 2011**  
Cairo Egypt

- **Contract, M&A's and general legal advisory.**
- Managed the **regulatory requirements of Company's Subsidiaries** in over 10 Countries.
- Improved **Information Flow** processes within the Group.

**NTRA (National Telecom Regulatory Authority)**  
Attorney at Law

**2005 - 2010**  
Smart Villages Egypt

- **Legal Advice and Support to Governmental Institutions, Operators, and Customers.**
- Review and draft of **RFPs, Licenses and Contracts** (including the 3<sup>rd</sup> mobile operator license- Etisalat).
- Draft of the Interconnection **Dispute Resolution Ministerial Decree** and a member of DR Committee.
- Close collaboration and support to **International Relations** Department (Including a 2-year twinning program with the European Union with the Italian and German Regulators).
- Represented NTRA in **Conferences and Workshops** in Egypt and abroad (including IGFs, Telecom Management, French Telecom Regulators Network and Convergence conferences).

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### Professional Trainings & Courses

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Courses and certificates:

- **Strategic Management** (Copenhagen Bus School, 2023), **Business Development** foundations (Linked-in – 2022), Egy **Labor Law** (Justice Academy, 2022), **AI & Law** (Lund Univ – 2022), **Privacy Law & Data Protection** (Univ of Pennsylvania – 2021), Internet Giants: The **Law and Economics of Media Platforms** (Univ of Chicago-2020), **Strategic Management** (International Bus Management Institute - 2020), The complete **Management** skills certification (Eazl - 2020), **Effective Legal Office Administration** (Integrity - 2020), The **Science of Leadership** (Brain Academy - 2020), **People management** (Biz Group – 2016), **Public speaking** (ISOC – 2015), **Drafting of internal and admin regulations & policies** (Sabra Group-2009), **Contract Drafting** (Al-Adala Center for Arbitration-2009), **Internet Governance** Diplomats (Diplo. Foundation – 2009), **Telecommunications Management** in the New Environment Program (TEMIC-2008), **Environmental Law** (1st year of diploma D.E.A. Paris II Sorbonne, 2004-2005), **Arbitration & Alternative Dispute Resolution** Procedures (Paris II – Sorbonne, 2003-2004), **International trading law** Courses (Magistere level) French section - Cairo University, 2002-2003.

Trainings:

- **Fidal** Law Firm - France (2013) / **Baker & McKenzie** Law firm – Cairo (2007) / **Alcatel's** CIT France (2004) / Legal assistant **Telephony Mediator's** Office – Paris (2004) / **Ibrachy & Dermarkar** law firm – Cairo (2003) / **Edu-France Agency** – Paris (2001) / **Franco-Egyptian Business Association** (1999-2000).

*Ziad El-Hefnawy*  
2025.