

- Embedded process and strategic efficiency in legal counselling since 2005.

Advised major private and public sectors and industries in Technology, Automotive, Real Estate, Construction, Engineering, Space, Agriculture, and more.
Arabic, English and French Fluency.

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

Professional Experience

Legal & Management Consultant

Hefnawy House – Principal

- Author of الإدارة والدستور – التوازن المفقود @ <https://elainpublishinghouse.com>

2024 - present

Cairo

Head of Corporate Affairs

Bin Suwaidan Law Firm

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

2022 - 2024

Dubai remotely - Cairo

Self- Employed Legal Consultant

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

2019 - 2022

Egypt

Senior Legal Counsel

Al Fahim Group

- 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.

2015 - 2019

Abu Dhabi UAE

Contracts Administrator

Parsons International Ltd. (Civil Engineering)

- **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.

2013 - 2015

Abu Dhabi UAE

General Manager

Agricultural Family Project

2011 - 2013

Ismailia Egypt

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

Of Counsel (Part-time)

M. Yassin Tag-El-Din Law Firm

2011 - 2013

Cairo Egypt

- Legal support with arbitration cases.

Legal Specialist

Orascom Telecom Holding

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.

Attorney at Law

NTRA (National Telecom Regulatory Authority)

2005 - 2010

Smart Village Egypt

- **Legal Advice and Support to Governmental Institutions, Operators, and Customers.**
- Review and draft of **RFPs, Licenses and Contracts** (including 3rd 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).



Professional Trainings & Courses

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 & Dermakar** law firm – Cairo (2003) / **Edu-France Agency** – Paris (2001) / **Franco-Egyptian Business Association** (1999-2000).

Ziad El-Hefnawy ~ 2026