

Ahmed Agami

أحمد العجمي

Business Transformation & Operational Development Manager

Operations management · Business stabilisation · AI-enabled business systems

Al-Kharj / Riyadh, Saudi Arabia Egyptian · Open to relocation within and outside KSA +966 53 873 3149 ahmed@agamihq.com
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41%

Perla sales growth in the first year after the acquisition vs. the year before

2M → 1.25M

Acquisition price (SAR), from asking price to negotiated agreement

70%+

of salary arrears paid during the transport stabilisation, with no vehicle sold

95%

average annual collection across 20 retail units and a residential building

PROFILE

Executive manager working in Saudi Arabia since 2015, after practising law in Egypt. Has run concurrent businesses across cold-chain transport, food and retail, real estate and franchising, leading operating teams of up to 31 people. Combines operational and cash-crisis turnaround, negotiation and contracts grounded in a legal background, business development, and building AI-assisted applications that start from real operating needs.

EXPERIENCE

Executive Manager

Aug 2025 – Present

Perla Pastry · Premium food & retail

- Led commercial and operational due diligence on the acquisition — sales, assets, leases, payroll and liabilities — then negotiated the asking price down from SAR 2 million to SAR 1.25 million, drafted the final contract and managed the handover.
- Delivered 41% sales growth in the first year after the acquisition, compared with the year before it.
- Manages the factory, operations, marketing and HR across two branches and a team of about 18.
- Developed storefronts, brand identity, packaging and customer experience; built product cost studies to support pricing.
- Standardised item data and corrected prices, discounts and VAT in the RETM system; recalibrated scales and linked them to item data.
- Built ORDERS, the branch-to-factory ordering app, which has become the basis of daily work for assigning department responsibility and tracking orders.
- Led the build of Perla's official bilingual website, directing AI coding agents (Claude Code and Codex) under written working rules with mandatory approval before every release.

CORE CAPABILITIES

Operations & team leadership

Business stabilisation & crisis management

Cash flow & collections

Commercial due diligence & acquisition

Negotiation & contracts

Product costing & pricing

Asset & property management

Process improvement

Systems development & adoption

SECTORS

Cold-chain transport

Premium pastry & factory

Commercial & residential property

Beverage franchising

EDUCATION

Alexandria University · 2007

Bachelor of Laws (LL.B.)

LANGUAGES

Arabic

Native

English

Basic, improving

Executive Manager — Stabilisation Assignment

Jul 2025 — Apr 2026

Refrigerated & frozen road freight company · 24 vehicles · 31 staff

- Ran a stabilisation assignment through a cash crisis with overdue salaries and instalments, at a point when selling part of the fleet was on the table.
- Set up daily tracking of collections, cash, expenses and vehicle movements, and extended the use of SMACC for expenses and reporting.
- Negotiated with creditors and allocated cash across salaries, financing, fuel and maintenance to keep operations running; prepared a selective vehicle-sale plan that was never needed once cash stabilised.
- Reconciled a major customer's overdue balance with their accountant and negotiated a settlement in exchange for payment of a substantial share of the amount due.
- More than 70% of salary arrears paid, cutting the backlog from four months to one; no bank instalment left overdue; the fleet kept intact with no vehicle sold.
- Collections improved from about 50% to 80%, and three vehicles returned to service.

Property Manager

2015 — Jul 2026

Commercial & residential portfolio · 20 retail units and a residential building

- Full occupancy of the retail units and a 95% average annual collection rate.
- Prepared assets for letting; set rents and handled marketing, negotiation, contracts, renewals and collections, tracking payments on the Ejar platform.
- Negotiated 10 tenant disputes, then filed and followed lawsuits through to rent recovery.

Project Manager

May 2025 — Jul 2026

Mazaj Maghribi franchise — Riyadh · Beverages

- Took the franchise from opportunity assessment, negotiation, contract, site selection, licensing and fit-out to the launch of a drinks kiosk at a station on the Dammam Road in July 2025.
- Ran day-to-day management, accounts and operations, with two staff covering morning and evening shifts.

Progressive administrative & operational roles

2015 — 2020

Private business group — Saudi Arabia

- Progressed from a junior role to management responsibilities across the group's businesses, running overlapping tasks across projects.
- Incorporated the group's entities, drafted their contracts and managed compliance, registrations and licences.

Lawyer

2007 — 2015

Egypt

- Practised law before moving to Saudi Arabia — the background behind his work on contracts, incorporation and disputes.

MAYA Group — business applications suite

Originator and developer · personal project

ORDERS: branch-to-factory ordering app, live in operations and now the basis of daily work.

MAYA: executive operating system in pilot, bringing financial and operational data together with reports and alerts from an AI agent.

OBLIGATIONS: app in development for commitments, contracts and renewals.

AI creative production

For an education platform · 2026

Stories of the Prophets: a 77-page production package for a Noah film (4 minutes, 10 scenes, 30 shots), a 28-shot production guide for Zakariya and Yahya, and animation assembly of a 9-scene sequence.

Stories from the Quran: an 8-story children's series on the animals named in the Quran.

Built under rules that forbid depicting prophets, with a pipeline from script to edit.

TOOLS

Excel

PowerPoint

Google Sheets

SMACC

RETM

Claude Code

Codex

Grok

CapCut