

Mahmoud Ali A. Elsayed

Cybersecurity & GRC Executive · Security Transformation Leader

Securing governments, financial institutions and critical infrastructure across 32 countries — from compliance strategy to tested resilience.

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English · Arabic · Portuguese

EXECUTIVE SUMMARY

Cybersecurity and GRC executive with **20+ years in enterprise IT**, leading security transformation, compliance and resilience programs for **governments, financial institutions, healthcare and oil & gas** operators across **32 countries** in LATAM, North America, Africa, MENA and the GCC. Rare dual profile: hands-on security architecture and penetration-testing depth, combined with executive-level program leadership and the commercial fluency to win board and regulator confidence. Deep practitioner of **ISO/IEC 27001, SOC 2, PCI-DSS, PDPL and GDPR**, with a parallel track record building sovereign cloud and business-continuity capability in regulated environments.

20+

YEARS IN IT

32

COUNTRIES

15+

COMPLIANCE
PROGRAMS

4,000+

PROFESSIONALS
TRAINED

SELECTED ENGAGEMENTS — REGULATED SECTORS

Sovereign cloud security architecture — GCC government

Defined security architecture and national-compliance controls for a **government sovereign cloud program**: data-residency model, zero-trust segmentation, and ISO 27001-aligned governance adopted as the program baseline.

PCI-DSS readiness — regional financial group

Led end-to-end **PCI-DSS readiness and remediation** across payment channels for a multi-country financial group — gap assessment to successful external audit, with zero critical findings at certification.

PDPL & data-protection program — healthcare provider

Built a **PDPL-aligned data-protection program** for a healthcare network: data mapping, DPIA methodology, incident-response playbooks, and clinician-facing awareness training.

Security assessment & hardening — critical infrastructure

Directed **penetration tests and architecture reviews** for oil & gas and utility operators (OT/IT convergence), translating findings into board-approved remediation roadmaps and BCP/DR upgrades.

SECURITY LEADERSHIP CAPABILITIES

- **Governance, Risk & Compliance:** ISMS design and certification (ISO/IEC 27001), SOC 2 reporting, PCI-DSS, PDPL/GDPR privacy programs, regulator and auditor engagement.
- **Security architecture:** zero-trust design, sovereign and hybrid cloud security (Azure, AWS, OCI), enterprise network security across Fortinet, Palo Alto, Juniper, Arista and F5 estates.
- **Offensive & resilience:** penetration-testing leadership, incident-response readiness, business continuity and disaster recovery for regulated operations.
- **Executive function:** security strategy and budgets, board reporting, vendor and MSSP governance, security organization design and talent development.

CORE COMPETENCIES

GRC Leadership

ISO/IEC 27001

SOC 2

PCI-DSS

PDPL · GDPR

Security Architecture

Zero Trust

Penetration Testing

Incident Readiness

BCP / DR

Sovereign Cloud Security

OT / IoT Security

Cloud Security (Azure · AWS · OCI)

Security Awareness & Training

SECTOR DEPTH

Government national programs

Financial PCI-DSS · SOC 2

Healthcare PDPL · privacy

Oil & Gas OT/IT security

Enterprise cloud & ERP security

GLOBAL REACH

GCC

6 countries

MENA

7 countries

Africa

10 countries

LATAM

7 countries

N. America

2 countries

3

continents

A note on discretion. Much of this security work is delivered under NDA for government and financial-sector clients. Engagement details, references and evidence are available in confidence, where agreements permit.

PROFESSIONAL EXPERIENCE

Independent Technology & Security Advisor Feb 2026 — Present

Self-employed · MENA, GCC, Africa & LATAM (remote & on-site)

- Design **GRC and business-continuity roadmaps** aligned with ISO/IEC 27001 and regional regulation, converting compliance obligations into commercial advantage.
- Lead security-led pre-sales end to end — discovery, architecture, RFP responses and executive presentations — for **sovereign cloud and cloud-migration programs**.
- Founder of **HAiCapita** (AI transformation venture) and **O'System** (business platform).

Indirect Sales Head — Channel Sales May 2025 — Feb 2026

Omniful · SaaS logistics platform · Abu Dhabi, UAE

- Built the global indirect sales function to a **five-continent partner footprint**, embedding security and data-protection requirements in partner delivery.

Regional Strategic Partnerships Development Manager Jan 2024 — May 2025

Odoo · SaaS/ERP · Dubai, UAE

- Guided CRM/ERP implementations for GCC enterprises through **compliance-sensitive architectures**: data residency, access governance, audit readiness.

Sr. Solution Area Technical Consultant → Territory Account Manager Jun 2022 — Feb 2024

Microsoft · Cloud/Security · Cairo, Egypt

- Led **cybersecurity practice development** and infrastructure modernization for government and enterprise clients.
- Directed **Azure and AWS cloud migrations for large financial institutions**, balancing regulatory constraints with modernization goals.

Subject Matter Expert — Operations Nov 2018 — Jun 2022

Western Union & TripAdvisor · São Paulo, Brazil · Cairo, Egypt

- Kept business-critical platforms available and secure across **EMEA and LATAM**; hardened operational process models for distributed teams.

Founder & Technical Operations Lead Jul 2009 — Present

ASITS · Giza, Egypt

- Security, infrastructure and CRM/ERP delivery bridging engineering and business for enterprise clients.

Technical & Business Instructor May 2009 — Present

Independent · Egypt, Brazil, Africa & GCC

- **4,000+ professionals trained** across cybersecurity, networking, cloud and IT management — in English, Arabic and Portuguese.

CERTIFICATIONS

CISSP · CISM · CCSP	ISC2 · ISACA
ISO/IEC 27001	Lead Auditor
AWS	Solutions Architect
Microsoft Azure	Fundamentals
Oracle	Cloud Infrastructure
Fortinet	Cybersecurity
Cisco · Microsoft	CCNA · MCITP
CompTIA	A+ · N+
PMP · LSSGB	program & process
DevSecOps	for Managers

FRAMEWORKS & STANDARDS

ISO/IEC 27001

ISO 22301 (BCM)

SOC 2

PCI-DSS

PDPL

GDPR

NIST CSF

TECHNOLOGY ESTATE

Fortinet

Palo Alto

Juniper

Arista

F5

Azure

AWS

OCI

Linux

EDUCATION

MBA — International Business	IPAC, France · exp. 2026
B.Sc. Computer Systems Eng.	Univ. de Franca, Brazil · 2013
B.Sc. Electrical Eng.	HTI Cairo, Egypt · 2012

LANGUAGES

Arabic	native · C2
Portuguese	bilingual · C2
English	proficient · C1
Spanish	intermediate · B1