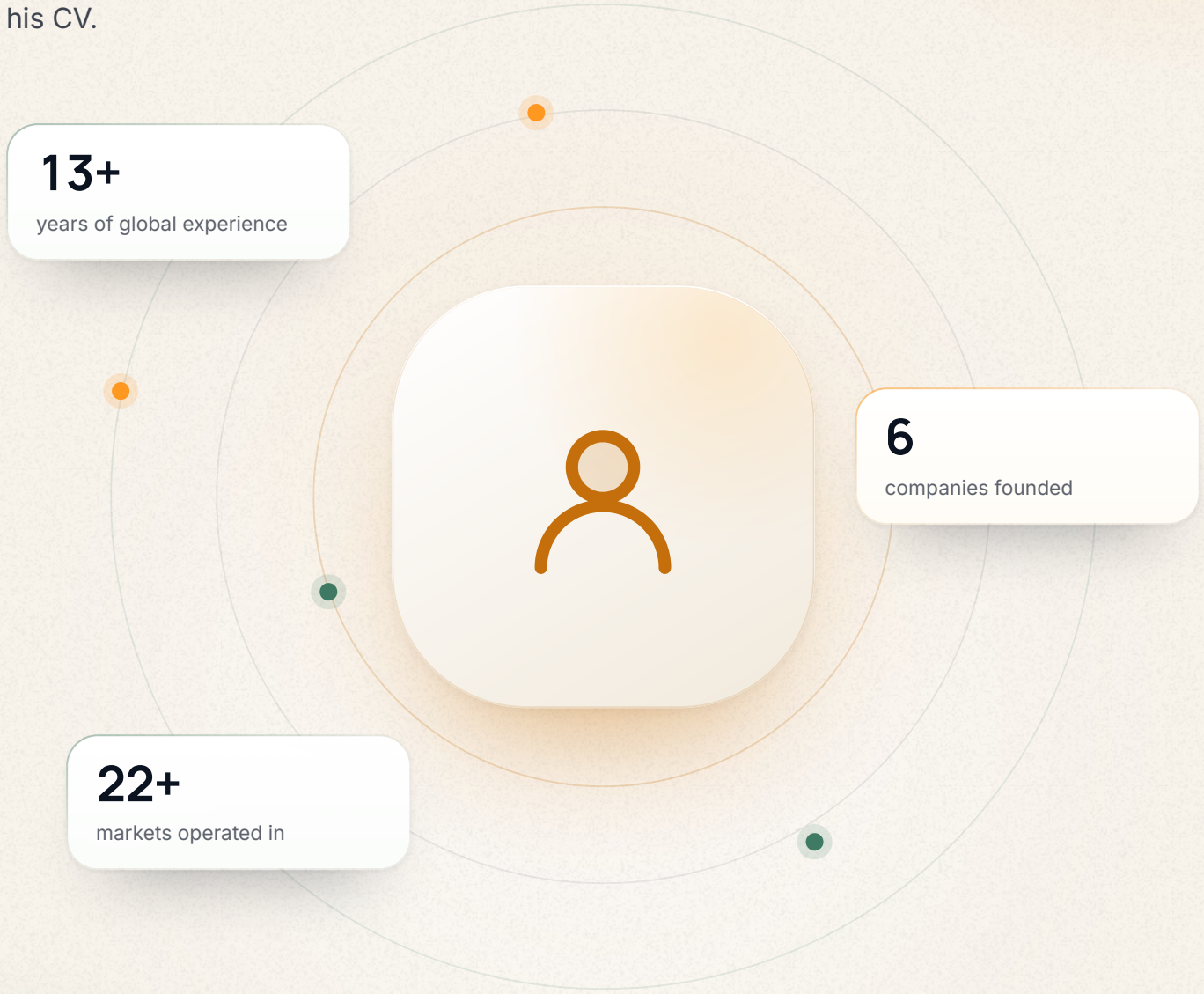
Remote Pro Ai

DOCUMENT

GROWTH TEAM · SERVICE DOCUMENT

Chairman profile

The full professional profile of the Founder & Chairman, as stated in his CV.



NOTE Figures and roles as stated in the Chairman's CV. Media mentions and personal contact details are not published.

DATE	VERSION	LANGUAGE	PAGES
3 November 2026	v3.0	English	6

Remote Pro Ai · Ebug Information Technology, Cairo · CR 206356 · Mohammed Ali Al Khuraim Information Systems Technology Co., Al-Khobar · CR 2051247519 · Unified National No. 7034596812 · TIN 3116280154

01 EXECUTIVE PROFILE

Founder & Group CEO · Business Development Executive · Strategic Growth Leader



Abdelmagid Said

Founder & Chairman · Remote Pro Ai

A founder-first business development and strategic marketing executive with more than 13 years of experience building, scaling and commercialising ventures across the United States, MENA, Europe and Asia-Pacific. He has founded six companies spanning enterprise IT staffing, digital performance marketing, AI and machine-learning consulting and cybersecurity, each built from zero into a commercially operating business generating real revenue in competitive global markets.

Known for translating complex market dynamics into executable growth strategies, building revenue engines without inherited infrastructure, and delivering measurable commercial outcomes across diverse geographies and industries. He combines entrepreneurial urgency with analytical rigour and deep cultural intelligence across more than 22 markets.

Key figures

13+	6	22+	50+	3
years of global experience	companies founded	markets operated in	professionals led	successful exits and acquisitions

> “I don't just identify opportunities. I build the engines that capture them. Every business I have built, every team I have led and every market I have entered has been executed with one goal: to create measurable, lasting and disproportionate value.
>
> Abdelmagid Said

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02 PROFESSIONAL EXPERIENCE

Professional experience

Every role, with its dates and outcomes, as stated in the chairman's CV.

2019

Founder & Group CEO · MG Group of Companies — Remote Pro Ai · Pixel Peak Studio

2019 – Present · Cairo, Egypt

Founded MG Group as a diversified holding company operating two commercial units: Remote Pro Ai (enterprise IT staffing and outsourcing for the US market) and Pixel Peak Studio (premium digital performance marketing for the Saudi and GCC market). Full P&L, commercial strategy and operational accountability across both entities.

- Designed and launched Remote Pro Ai from scratch, targeting the USD 213 billion US IT outsourcing market with a proprietary pod-based delivery model: squads of four senior engineers, reducing client onboarding time by 60% and sustaining gross margins above 51%.
- Built a 15-month financial model projecting USD 2.1 million ARR and a 21× ROI, anchored at about USD 6,000 a month per engineer in billing against a cost structure of about USD 2,900, reviewed and validated by international IT staffing experts.
- Generated a USD 12 million qualified pipeline across the GCC and US markets within 18 months through structured SDR-led outreach, account-based prospecting and direct conference business development.

2018

Founder & CEO · Synthetix Labs — AI & Machine Learning Consultancy

2018 – 2020 · Delaware, USA / Cairo, Egypt

Founded a boutique AI and machine-learning consultancy delivering predictive analytics, NLP solutions and computer-vision systems to enterprise clients in financial services, insurance and retail, positioned as a faster, more specialised alternative to the incumbent Big Four AI practices.

- Delivered 14 enterprise AI and machine-learning engagements; the flagship project, an NLP-powered document intelligence system, reduced manual processing time by 78% for a top-five US insurance company.
- Built a team of 12 machine-learning engineers and data scientists from leading US and Egyptian universities; secured AWS and Microsoft Azure certified delivery-partner status in both ecosystems.
- Generated USD 4.8 million in consulting revenue over 24 months with 100% client-satisfaction scores across all engagements; reduced project delivery cycles by 55% against incumbent consulting firms.

2014

Founder & CEO · ShieldCore Cybersecurity LLC

2014 – 2016 · New York, USA / Cairo, Egypt

Founded a specialised cybersecurity consultancy pioneering a nearshore Egypt-to-US delivery model: CISSP, CEH and OSCP-certified Cairo-based talent delivering to US enterprise clients at a 40–50% cost advantage over domestic competitors, a differentiation that became the company's core market position.

- Built the complete service portfolio from scratch: penetration testing, red-team operations, 24/7 SOC-as-a-Service, ISO 27001 readiness consulting and CISO advisory for US mid-market and enterprise clients.
- Secured a USD 4.2 million three-year managed-security contract with a top-ten US regional bank, negotiated solo over a six-month enterprise sales cycle.
- Achieved ISO 27001 certification for internal operations within 12 months, unlocking access to regulated clients in banking and healthcare.

03 PROFESSIONAL EXPERIENCE

Professional experience · Ventures

2011

Head of International Business Development · CloudForge E-Commerce Technologies

2011 – 2014 · Austin, Texas, USA (remote business development role)

Led the international commercial expansion of a US-based e-commerce SaaS platform, scaling it from a single-market US operation into a 14-country global business. Owned full P&L responsibility for the international portfolio and managed 18 business development professionals across three continents.

- Designed and executed a 14-market expansion strategy across North America, MENA and Southeast Asia, contributing USD 85 million in incremental GMV within 36 months.
- Closed strategic platform integrations with Amazon Marketplace, Shopify Plus and Google Shopping, driving 280% merchant-base growth within 18 months.

2015

Strategic Advisor & Non-Executive Board Member · Multiple portfolio companies

2015 – Present · USA · UAE · Saudi Arabia

Advisory and board roles alongside the executive career, across SaaS, FinTech, HealthTech and logistics.

- Advised eight early-to-growth-stage technology companies across SaaS, FinTech, HealthTech and logistics on go-to-market strategy, revenue scaling and international expansion.
- Facilitated more than USD 35 million in combined fundraising through investor introductions and pitch-narrative design across four countries and five verticals.

Ventures

Six companies founded. The five named in the CV, each built from zero into a commercially operating business.

MG Group of Companies

Diversified holding company · Cairo · 2019 – Present

The holding company for Remote Pro Ai and Pixel Peak Studio, with full P&L accountability across both units.

Remote Pro Ai

Enterprise IT staffing and outsourcing · US market

Designed and launched from scratch with a pod-based delivery model: squads of four senior engineers, 60% faster client onboarding, gross margins above 51%.

Pixel Peak Studio

Digital performance marketing · Saudi Arabia and the GCC

Serves more than 20 Saudi SMEs and corporates aligned with Vision 2030 with ROI-driven digital performance campaigns.

Synthetix Labs

AI and machine-learning consultancy · Delaware and Cairo · 2018 – 2020

14 enterprise engagements, USD 4.8 million in revenue over 24 months, AWS and Microsoft Azure certified delivery partner.

ShieldCore Cybersecurity LLC

Cybersecurity consultancy · New York and Cairo · 2014 – 2016

Nearshore Egypt-to-US delivery, 28 enterprise US clients, 96% renewal rate, a USD 9.5 million valuation event at month 28.

04 EDUCATION · EXPERTISE

Education · Areas of expertise

2012 – 2015

Master of Business Administration (MBA)

The American University in Cairo (AUC) — School of Business · Cairo, Egypt

GPA 3.8 / 4.0 · Dean's List 2013, 2014 and 2015 · Specialisation: Strategy, Marketing and Entrepreneurship

- Thesis: Market Entry Frameworks for Technology Startups in Emerging Economies.
- AUC Regional Business Challenge 2013: case-competition winner.
- Selected for the AUC–Harvard Kennedy School Leadership Exchange Programme.

2006 – 2010

Bachelor of Science — Tourism & Hotel Management

International Swiss Academy (ISA) · Hurghada, Egypt

Graduated with distinction · Top 5% of the graduating class

- Exchange semester at Ecole hôtelière de Lausanne (EHL), Switzerland, 2009.
- Best Graduate Project 2010.

Professional certifications and executive development

- Harvard Business School Online — Business Strategy & Competitive Advantage **2022**
- Kellogg Executive Education — Strategic Marketing Leadership **2020**
- Project Management Professional (PMP) — Project Management Institute **2017**
- Certified in Risk and Information Systems Control (CRISC) — ISACA **2016**
- Salesforce Certified Sales Cloud Consultant **2018**
- HubSpot Academy — Revenue Operations & Inbound Sales (Advanced) **2023**
- AWS Cloud Practitioner & Business Essentials **2020**
- Google Digital Marketing & E-Commerce Certificate **2021**
- LinkedIn Learning — Executive Leadership & Strategic Influence **2022**

Business development and sales

New market entry strategy and go-to-market execution · Enterprise sales strategy and playbook design · Revenue architecture and pipeline management · Contract negotiation and deal structuring · Outbound sales design (SDR and BDR models) · Channel and partner ecosystem development · Account-based marketing (ABM) execution · Sales tech stack: HubSpot, Apollo.io, Aircall

Strategic marketing and growth

Strategic marketing planning and execution · Competitive intelligence and market mapping · Brand strategy and positioning · ROI-driven digital performance marketing · Value proposition and messaging design · Content and thought-leadership strategy · Conference and event go-to-market strategy · Product and portfolio marketing

Leadership and operations

Cross-functional team leadership (50+) · P&L ownership and financial oversight · Venture building from zero · Organisational design and scaling · OKR and KPI frameworks and reporting · Board-level advisory and presentations · Talent acquisition and team building · Change management and turnarounds

Domain expertise

Enterprise IT staffing and outsourcing · AI and machine-learning consulting and deployment · Cybersecurity (SOC, penetration testing, CISO) · E-commerce SaaS platforms · Digital marketing agency operations · FinTech and financial services · Healthcare technology · GCC and Vision 2030 market entry

Languages: Arabic — Native · **English** — Fluent (C2) · **German** — Intermediate (B1)

Remote Pro Ai

CONTACT

Write to the Chairman's office

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GROWTH TEAM SITE
growth.remote-pro.ai

COMPANY SITE
remote-pro.ai

Remote Pro Ai is owned and operated by two licensed companies in full partnership: Ebug Information Technology, Cairo, Egypt (headquarters, CR 206356) and Mohammed Ali Al Khuraim Information Systems Technology Co., Al-Khobar, Kingdom of Saudi Arabia (CR 2051247519). The contracting entity, governing law and venue for US clients are set in the Master Services Agreement.