AHMED ELSHARKAWY, PMP

Business Operations & Systems Leader | Biopharma Commercial Operations | Enterprise PMO
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PROFESSIONAL SUMMARY

Operations and business systems leader with 20+ years directing complex, multi-million-dollar programs across biopharma, government, and education. Currently Director, Business & Systems Lead at Menarini Stemline, having advanced through four roles in under three years to own the business systems, financial operations, and process infrastructure behind U.S. oncology commercial operations. Proven builder of operating functions: established an enterprise PMO, delivered national programs for Qatar's Ministry of Education and Higher Education, and co-directed a $28M USAID-funded technology initiative. Leads matrixed, cross-functional teams of up to 75 people across Finance, Commercial, IT, Legal, and Procurement. Applies agentic AI and custom AI app development to automate complex operations at scale.

CORE COMPETENCIES

Commercial Operations | Business Operations Strategy | Business Systems Strategy & Governance | SAP ERP Business Ownership | Financial Operations, Budgeting & Accruals | Vendor, SOW & Procurement Management | Master Data Governance & Compliance | Audit Readiness | Dashboards, Reporting & Analytics | Process Optimization & Automation | Digital Transformation | PMO Design & Program/Portfolio Management | Change Management | Risk Management | Cross-Functional & Matrixed Team Leadership | Stakeholder Management | Agentic AI & Workflow Automation | AI App Development | LLM Integration & Prompt Engineering

Tools: SAP, Smartsheet, DocuSign, Salesforce, ServiceNow, SAP Concur

PROFESSIONAL EXPERIENCE

MENARINI STEMLINE | U.S. Oncology Biopharmaceutical | New York, NY

Director, Business & Systems Lead | Nov 2025 - Present

- Lead strategy, governance, and optimization of enterprise business systems supporting U.S. oncology commercial operations, partnering with Finance, Commercial, IT, and Operations to align infrastructure with business objectives, compliance, and scale.
- Serve as business owner for SAP and integrated platforms across Finance, Commercial, and Operations; direct system enhancements, integrations, and upgrades.
- Oversee financial operations including budget tracking, vendor invoicing, accruals, and performance reporting, maintaining transparency and audit readiness.
- Build and maintain dashboards and analytics tools that give leadership real-time visibility into commercial and financial performance.
- Own data integrity and master data governance in line with regulatory and corporate standards; drive process automation and digital transformation initiatives.
- Design and deploy agentic AI workflows that automate complex, multi-step business processes across SAP and integrated enterprise systems, reducing manual effort and cycle time.
- Build AI-powered apps and tools using large language models (LLMs), translating Finance and Commercial requirements into working solutions.
- Lead and mentor a matrixed team focused on business systems, analytics, and continuous improvement; manage external vendors, consultants, and integration partners.

Associate Director, Commercial Operations | Oct 2024 - Nov 2025

- Led commercial operations for the U.S. oncology business, partnering with the Commercial Leadership Team, Finance, and IT on strategic priorities, issue resolution, and cross-functional initiatives.
- Owned SOW, procurement, and vendor workflows across SAP, DocuSign, and Smartsheet, coordinating Legal, Procurement, Finance, and Accounts Payable to keep commercial spend compliant and on schedule.
- Managed commercial budget tracking, accruals, and invoice reporting with Finance, strengthening transparency and audit readiness.

- Delivered dashboards, business reviews, and performance reports, and drove process and system improvements that expanded into enterprise business systems ownership.

Manager, Commercial Operations | Sep 2023 - Oct 2024
- Advised the Commercial Leadership Team on strategic objectives, issue resolution, organizational management, and culture communications.
- Managed the full SOW lifecycle for commercial teams, coordinating Legal, Procurement, Finance, and Accounts Payable from initiation through final payment.
- Produced business reviews, cross-functional forum materials, dashboards, and performance reports with recommendations that informed leadership decisions.
- Planned and ran regional sales meetings, marketing and commercial excellence workshops, and Commercial Leadership Team offsites.

Executive Consultant | Mar 2023 - Sep 2023
- Designed and built a Smartsheet-based Purchase and Payment Request system that streamlined procurement intake and gave business owners real-time status tracking.
- Managed commercial purchase-request intake in SAP, DocuSign, and Smartsheet, ensuring adherence to procurement SOPs and policy.
- Routed agreements and SOWs through legal and management approvals to execution; served as liaison to Accounts Payable on vendor management and timely payment.
- Planned and executed the intercompany agreements project and led data cleanup and consolidation for budget tracking.

Senior Project Management Consultant | Aug 2022 - Mar 2023
BRISK Business Inc. | *New York, NY*
- Managed full-lifecycle client project delivery, including proposals, contracts, scope, and budget control, and served as liaison between clients and delivery teams.

Head of Project Management Office (PMO) | Nov 2011 - Jul 2022
FWEC LLC | *Remote*
- Established the company PMO, owning all project activity from bidding and contracting through planning, execution, monitoring, and closeout.
- Directed approximately 75 internal staff, client staff, and vendors to implement the nationwide Qatari Secondary School Certificate program for Qatar's Ministry of Education and Higher Education.
- Managed the Qatar Integrated Assessment Platform project for the Ministry of Education and Higher Education.
- Led an evaluation and comparison of electronic patient record (EPR) systems for Qatar's Ministry of Public Health.
- Designed and delivered a one-year bilingual professional development program for 30 Evaluation Institute staff, directing a team of 15 U.S. and Egyptian assessment experts.
- Delivered enterprise platform implementations including a Salesforce assessment item bank and a ServiceNow lessons-learned application for the Supreme Education Council, SAP Concur travel and expense for multiple clients, cloud migrations, and network infrastructure builds.

Program Manager | Feb 2010 - Nov 2011
CTB/McGraw-Hill LLC
- Directed in-country operations for two nationwide student assessment programs valued at $21.5M, delivering to requirements, schedule, and budget.
- Served as primary liaison to client leadership; negotiated scope and schedule changes and managed regional vendors.
- Helped retain the client through a period of leadership and policy change and shaped proposals for additional business.

Shared Services Manager | Jan 2009 - Jan 2010
Noske-Kaeser Middle East LLC

- Ran finance, IT, and HR shared services, including financial statements, cost accounting, and forecasting; implemented DocuSign workflows and redesigned business processes for efficiency.

EARLIER CAREER

- Implementation Director, Paltech Inc. (USAID Partners for a Competitive Egypt): Co-directed a $28M initiative, led 50+ staff, deployed 7,000 computers to schools and universities, and built a national training center for 2,500+ educators, delivered within budget and schedule.
- Projects Manager, Titus Austin Egypt: Delivered $1M+ training programs for the Capital Markets Authority and National Telecom Authority of Egypt; managed SAP ERP finance and HR module implementation for Agiba Petroleum.
- Project Manager, CfBT: Planned the establishment of a school inspection bureau within Dubai's Knowledge and Human Development Authority.
- Corporate Training Manager, NIIT Egypt; Internal Systems Supervisor, ICL Egypt: Helped launch the NIIT franchise in Egypt and won multi-million training tenders.

EDUCATION

Post Graduate Diploma, Business Information Technology, Middlesex University, UK

Bachelor of Science, Business Administration, Cairo University

CERTIFICATIONS

Project Management Professional (PMP), Project Management Institute

LANGUAGES

English, Arabic, German