

CTO Mobile Network Middle East



The Challenge

This search was to recruit a CTO to be based in Riyadh, Saudi Arabia. The client was a major investor in Saudi Telecom. A solid understanding of the engineering, subscriber markets, culture, and possessing solid relationships with the principals in the Saudi royal family. The CTO needed to have been an SVP with solid accomplishments in developing product roadmap, staffing, P&L, and launching a mobile network.

The Solution

The CEO was a dual Canada-Saudi citizen and we utilized his network of contacts to gather references about potential candidates. One item of necessity was that the candidate for the CTO Mobile Network had to be male according to the culture and laws and was highly preferred to be single as no Western based schools existed for children and employment opportunities for the spouse was very limited.

The Results

The result was identifying a UK based SVP Engineering who had built 2 mobile network operators in the Middle East and had lived for several years in Saudi Arabia and knew the culture. Added benefit was that the candidate we recruited had worked for a division of Bell Mobility in the past so had an understanding of the investors culture.

The ROI

- The CTO hired had the political relationships with Saudi royal family
- Built a team based on strategy to design and deploy within 12 months
- Successfully gained ROI for the investors within 3 years



Riyadh, Saudi Arabia



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