

Ahmed Fakhry Hamad

Ahmed Fakhry Hamad is a senior pharmaceutical commercial leader, management consultant, and certified trainer with over 15 years of international experience across the Middle East, Europe, and the United States. He brings a rare combination of hands-on executive leadership and people development expertise, enabling him to design and deliver high-impact training programs grounded in real-world business challenges.

Ahmed has held senior regional, country, and global roles within multinational pharmaceutical organizations, most recently as Regional Marketing Director for the META region at Acino Pharma, where he led multi-country marketing strategy, P&L management, digital transformation, and organizational capability development. Prior to this, he spent more than a decade with Bristol Myers Squibb, including his role as Business Unit Director for Immunology and Virology in Saudi Arabia, and a strategic global assignment in the United States as Associate Marketing Director within the Global Rheumatology Team, contributing to global portfolio strategy and international product launches.

In parallel with his corporate leadership career, Ahmed is an experienced leadership and organizational development trainer, delivering programs in marketing excellence, interpersonal and communication skills, human behavior in organizations, team management, leadership development, and performance management. His training approach integrates behavioral science, practical business frameworks, and real executive case studies, ensuring measurable impact on individual and team performance. He has delivered leadership and strategic marketing programs for multinational organizations, supporting high-potential talent, first-line managers, and senior leaders.

Ahmed holds a Bachelor's degree in Pharmaceutical Sciences, an MBA in Marketing, is a certified professional trainer, and is currently pursuing a Doctorate in Business Administration (DBA) with a focus on pharmaceutical leadership and market strategy