

Abdelrahman Zuraik

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Strategic Executive | Innovation Expert | Serial Entrepreneur

Experienced professional with expertise in strategic innovation and entrepreneurship. Adept at advising clients on matters related to business growth strategies. Skilled at building strategic partnerships, managing cross-functional teams, and providing thought leadership on innovation initiatives.

Education	Doctor of Philosophy (Ph.D.) in Innovation Leadership California School of Management & Leadership, Alliant University, <i>San Diego, California, USA</i>	2017
	Master of Business Administration (MBA), Strategic Management German-Jordanian University, School of Business, <i>Jordan</i>	2013
	Bachelor of Science in Computer Engineering (BScPE) UOB, <i>Eljadriyah</i>	2001

Certificates & Programs	Innovation and Strategy Harvard University, 2017, <i>Cambridge, USA.</i>
	Innovation Ambassador /Auditor Global Innovation Management Institute, <i>Boston, USA.</i>
	Future Foresight Global Innovation Management Institute, <i>Boston, USA.</i>
	EFQM Assessor European Foundation for Quality Management, <i>Brussels, Belgium.</i>

Professional Experience	President Advisor for Innovation, Technology Transfer & Entrepreneurship <i>German Jordanian University (GJU) - Amman, Jordan.</i>	2021 – Present
	<ul style="list-style-type: none">• Assess the maturity of the university's innovation system.• Create and manage a series of innovation initiatives to strengthen the university's innovation capability and foster an innovative culture.• Develop and manage the GJU Innovation Pipeline for innovative initiatives.• Build business acceleration programs for entrepreneurs to help them accelerate and support their innovative startups.• Create and execute a university-wide innovation and technology transfer plan that matches the institution's aims and purpose.• Lead a team of innovation and technology transfer specialists, giving direction and assistance to enable the effective implementation of innovation projects.• Manage GJU innovation efforts, including ideation, incubation, and commercialization.• Establish collaborations with academic and industry players to strengthen the innovation ecosystem and explore new growth prospects.• Manage cross-functional teams in the development and implementation of creative solutions for clients in multiple sectors such as telecommunications, government, and education.	

Innovation & Entrepreneurship Senior Counsel

2017 – Present

Sia Partners - Dubai, UAE, KSA, Oman, and Kuwait

King Abdullah II Center of Excellence- Amman, Jordan

- Develop and implement innovation systems for governmental organizations, such as RTA, DEWA, Abu Dhabi Ports, TDRA, Ministry of Justice, Dubai Police, the Executive Counsel-Dubai, Khalifa Fund, Omran, Bank Musket, Ministry of Communication and Information Technology-KSA.
 - Lead, Manage the capacity-building innovation programs.
 - Accelerate the organization's ability to deliver new products and services by focusing on corporate transformation, digitalization, innovation, and entrepreneurship.
 - Advise clients on legal matters related to start-up formation, financing, and acquisition.
 - Facilitate innovation workshops and training sessions for clients in order to improve their innovation skills and develop an innovation culture.
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Head of Innovation and Entrepreneurship

2017- Present

Scientific Research & Innovation Support Fund, Ministry of Higher Education,

Amman, Jordan

- Oversee the Innovation and Entrepreneurship Committee's development and implementation of innovation policies and initiatives in accordance with the national innovation strategy.
 - Foster collaboration with academic and industry players to strengthen innovation and entrepreneurial ecosystems.
 - Oversee the Fund's innovation and entrepreneurship awards and programs from inception to completion in order to stimulate startup development and foster an innovative culture.
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Assistant Professor & Director of Innovation and Entrepreneurship Center

2018 – 2021

College of Business –Middle East University (MEU) - Amman, Jordan.

- Designed and delivered courses in Innovation, Entrepreneurship, and Strategic Management.
 - Developed and operated the Middle East University Innovation and Entrepreneurship Centre (IEC) (MEU).
 - Delivered and supervised a series of innovation and entrepreneurship seminars with a variety of expertise.
 - Developed business acceleration programs for Jordanian entrepreneurs to assist them to accelerate and support innovative ventures - the program aims to link pioneering youth with unique ideas with local and regional investors to help them turn their ideas into enterprises.
 - Created and administer a series of innovation initiatives to strengthen the university's innovation capability and foster an innovative culture.
 - Consulted with customers on areas of innovation and entrepreneurship, such as strategy formulation, capacity building, and performance improvement.
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Co-founder

2017 – 2022

Medical Village, LLC. Amman, Jordan.

- Develop and implement business strategies for a medical village project, resulting in a total investment of US\$ 14 million.
 - Expand the business model and formed alliances with global medical suppliers in order to successfully match their interests with the company's strategic business goals.
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Co-founder

2017 – 2022

AMAZ, LLC. Amman, Jordan.

AMAZ is a regional company that invest and develop potential businesses & partnerships using innovative strategies by changing the way they compete.

Assistant Professor

2017 – 2018

College of Business –Al Ahliyya Amman University- Amman, Jordan.

- Delivered courses in management, produce peer-reviewed intellectual contributions, especially journal articles, and participate in various service-related activities such as student advising, committee work, and engagement with the academic/business community.
 - Prepared and deliver lectures to students on various topics in relation to Management, Business Innovation, Leadership, Business Communication and Entrepreneurship.
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Consultant & Lecturer

2015 – 2016

California School of Management & Leadership - San Diego, CA, USA.

- Designed and executed a syllabus/instruction plan for doctorate students.
 - Lectured graduate students in strategic innovation and leadership.
 - Conducted workshops for exploring, evaluating and testing new breakthrough innovations that can drive significant, positive change in an organization.
 - Taught graduate students emerging tools and concepts that help to research new markets and competitor strategies (i.e. Blue Ocean Strategy, Staged Gate Process, Lean Startup Methodology, Design Thinking, Value Proposition Design and Business Model innovation).
 - Trained graduate students to conduct opportunity assessments maps, develop business plans and collaborate with business partners to launch new business concepts.
 - Coached graduate students to serve as key sources of innovative thought for their enterprises.
 - Facilitated research project for Qualcomm Inc. executives to introduce a stage gate innovation process for new product development.
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Lecturer

2014 – 2016

California School of Management & Leadership - San Diego, CA, USA.

- Collaborated in Arist Innovation Center development (AIC) at Alliant School of Management.
- Participated in syllabus development with the class professors.
- Taught the sections of the class related to leadership theories under the guidance of the class professor.
- Assisted with class instruction as needed by the professor.
- Developed a stage gate process for new product development.
- Activated creative thinking frameworks to lead the ideation and product development processes and managed feasibility to prioritize highest-potential opportunities.
- Facilitated the San Diego Faculty Assembly ideation session to discuss the university strategic plan and generate, well-developed, big strategic ideas that could become the DNA of Alliant University by 2022.

Co-founder & General Manager

2009 – 2013

Dolphin for Investment, Ltd. - Amman, Jordan.

- Created a strong market presence for two brands and executed profitable product strategies.
- Translated client's wants and needs into successful services and products.
- Collaborated with diverse groups among supply chain to design, implement and market new innovative products and services.

CEO

2007 – 2009

TransKnow Technology - Kuwait and Jordan.

- Successfully established creative and comprehensive innovation strategies.
- Controlled the ideation and implementation process in a cross-cultural environment by configuring the value chain across different countries.
- Built and retained high performance teams by hiring, developing and motivating skilled professionals who increased efficiency by 20 %.

Member of the Board of Directors

2006 – 2009

SmartsWay Holding - Kuwait, UAE, Kingdom of Saudi Arabia and Jordan.

- Served as advisor in visionary sessions aimed at improving project performance levels.
- Managed costs and participated in establishing long-term strategic, beneficial partnerships with related service providers.

Founder and CEO

2002 – 2006

SmartsWay Satellite Channel - UK, UAE, Kuwait and Jordan.

- Identified a new market space for competition by developing a comprehensive innovative satellite TV broadcasting model using digital outsourcing.
 - Managed a \$5 million operation and raised \$3 million in funds.
 - Built creative teams and developed a value innovation business model.
 - Launched branches in Lebanon, Kingdom of Saudi Arabia, UAE and Kuwait.
 - Established an e-learning portal with more than 10,000 loyal subscribers in the first year.
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Professional Organization Memberships Scientific Research & Innovation Support Fund, Head of Innovation and Entrepreneurship committee, Ministry of Higher Education, *Amman, Jordan*
National Center of Innovation (NCI) board member, *Amman, Jordan*
Global Innovation Management Institute Think Tank (GIMI), *Boston, Massachusetts, USA*
Sigma Iota Epsilon (SIE), *San Diego, California, USA*
The Swedish-American Chamber of Commerce, *San Diego, California, USA*
Interaction Design Foundation (IDF), *Denmark*
United Nations Association of the United States of America (*UNA-USA*)
Scientific Research & Innovation Support Fund, (ICT) committee member, *Amman, Jordan*

Specialties	Innovative business model's development	Lean startup frameworks for new- products & services
	Multi-project management	Blue Ocean Strategy and Design Thinking-implementation & utilization
	Innovation process implementation	Technology transfer and commercialization
	International team management	Intellectual property management
	Strategic planning and execution	Cross-functional team management
	Innovation management	Contract negotiation and drafting
	Business development	Entrepreneurship development

Publications & Conference Presentations Zuraik, A. (2017). A strategic model for innovation leadership: Ambidextrous and transformational leadership within a supportive climate to foster innovation performance. Available From ProQuest Dissertations & Theses Global. (1882309174).

Zuraik, A., Kelly, L. and Perkins, V. (2020), "Gender differences in innovation: the role of ambidextrous leadership of the team leads", *Management Decision*, Vol. 58 No. 7, pp. 1475-1495. <https://doi.org/10.1108/MD-01-2019-0054>

Zuraik, A., Kelly, L. & Loren, D. (2020): Individual Innovative Work Behavior: Effects Of Personality, Team Leadership and Climate in The US Context. *International Journal of Innovation Management*, Vol. 24 No. 5. <https://doi.org/10.1142/S1363919620500784>

Zuraik, A. and Kelly, L. (2019), "The role of CEO transformational leadership and innovation climate in exploration and exploitation", *European Journal of Innovation Management*, Vol. 22 No. 1, pp. 84-104. <https://doi.org/10.1108/EJIM-10-2017-0142>

Kelly, L., Perkins, V, Zuraik, A. and Luse, W. (2022). Social Impact: The Role of Authentic Leadership, Compassion and Grit in Social Entrepreneurship. *The Journal of Entrepreneurship*. Vol. 31, Issue 2. <https://doi.org/10.1177/09713557221096876>

"A Multilevel Analysis of Transformational Leadership & climate in Driving Innovation". MEU International Conference on Strategic Awareness and Governance, Amman, Jordan, April 2019.

"Effective Leadership for Innovation in Modern Organizations". International Conference on Business Research and Management Practices in Global Environment, San Diego, California, USA, April 2016.

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**Honors
&
Awards** California School of Management & Leadership MERIT Scholarship, *USA*
Board of Trustees Award, Alliant University, *USA*
Outstanding Doctor of Philosophy in Leadership, Alliant University, *USA*
Dubai Executive council, *UAE*
Alahli Fintech Award, *Jordan*
