

Fayez F. AlMalki

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Product & Business Development Manager • Data Products & API Services • RegTech • GovTech • HRTech

SUMMARY

Product and business development manager for digital platforms, data products, and API services. I find new product opportunities, validate them, and take them to market across government, data, insurance, and commerce in Saudi Arabia.

EXPERIENCE

Business Development & Digital Products Manager at **Thiqah** Nov 2022 – Present • Riyadh, Saudi Arabia

Product management and business development for digital platforms and company-data products, in partnership with the Ministry of Commerce.

- Own the **roadmap and revenue** of a portfolio of Ministry of Commerce and Thiqah products, including the Aamaly platform and commercial registration services.
- Manage **commercial registration (CR) licence issuing and renewal**, running the services in production and improving them through continuous releases.
- Built and launched **data products** on Wathiq, the national commercial registry, delivered through APIs, reports, and raw-data feeds.
- Created **KYC and compliance** use cases for B2B and government clients, covering verification, onboarding, batch processing, and watchlist monitoring.
- Turned new opportunities into approved **business cases**, growing revenue across the portfolio.
- Align **external and internal stakeholders**, including the Ministry, clients, regulators, and internal teams, on roadmap, pricing, and go-to-market.

Product Manager at **Takamol Holding (Qiwa Platform)** Oct 2020 – Nov 2022 • Riyadh, Saudi Arabia

Product management on Qiwa: digital services for employment and labor market operations across Saudi Arabia.

- Owned roadmap and delivery of multiple **HRTech products** on Qiwa, used Kingdom-wide, with internal and offshore engineering.
- Shipped Employee Transfer and Company Policies, connecting MHRSD, law firms, and companies for labor **compliance**.

Senior Product Specialist at **HungerStation** Feb 2020 – Sep 2020 • Riyadh, Saudi Arabia

Product manager for HungerStation's web channel, owning growth across business and rider onboarding.

- Lifted **conversion** across merchant and rider onboarding by redesigning key touchpoints.
- Shipped **revenue-driving experiments** across ordering and acquisition flows.

eCommerce & Digital Channels Specialist at **Tawuniya Insurance** Dec 2017 – Jan 2020 • Riyadh, Saudi Arabia

Product manager for Tawuniya's digital portfolio across B2C and B2B2C channels.

- Owned roadmap, delivery, and performance of motor and travel insurance products, sold directly and through aggregator partners.
- Led **aggregator API integrations**, validating pricing, eligibility, and policy issuance at scale.

eCommerce Product Manager at **Twelve Cups** Aug 2016 – Nov 2017 • Riyadh, Saudi Arabia

Product owner for a consumer eCommerce startup, covering tech, operations, and commercial performance.

- Launched and scaled the online store end-to-end, integrating logistics and payment gateways.
- Grew sales through targeted campaigns and used sales data to prioritize the roadmap.

Coop Trainee, Innovation & Business Development at **Elm** Sep 2016 – Jan 2017 • Riyadh, Saudi Arabia

- Trained within Elm's Innovation & Business Development division on early-stage product and business initiatives.

EDUCATION

Bachelor's Degree, Management Information Systems at **King Saud University** 2012 – 2017 • Riyadh, Saudi Arabia

CERTIFICATIONS

- Certified Product Manager (CPM), AIPMM
- Professional Scrum Product Owner I (PSPO I), Scrum.org

SKILLS

Product: Product Strategy • Roadmap & Prioritization • MVPs • Discovery & Delivery • Agile / Scrum • Jira

Domains: Data Products • API Monetization • RegTech • GovTech • HRTech • B2B / B2B2C

Growth & Analytics: Business Development • Revenue Optimization • Conversion Optimization • Product Analytics

Cross-functional: Stakeholder Management • Cross-functional Leadership • Government Relations • Vendor Management

Build & Validate: PoCs & MVPs • Market Validation • Technical Fluency • AI-Augmented Workflows

LANGUAGES

Arabic: Native

English: Full professional proficiency