

Mariam Fanous
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Professional Summary	<p>Mariam has 10+ years of strategy and transformation consulting experience across Healthcare, Life Sciences and Government Sectors within the UAE, KSA, UK and EU. She has significant experience in leading cross-functional project teams to solve complex problems to transform ecosystems and organisations.</p> <p>Focus Industries: Government, Healthcare and Life Sciences</p>	
Education	<p>King's College, London, UK MSc Immunology: Merit <i>Sep 12 - Sep 13</i></p> <p>Queen Mary University, London, UK BSc Medical Genetics: Honors <i>Sep 08 - Jun 11</i></p> <p>Marymount International School, London, UK International Baccalaureate <i>Sep 01 - May 08</i></p>	
Work Experience	<p>Senior Business Advisor <i>Oct 23 – To Date</i> Al Tamimi & Company, Dubai</p> <p><u>Business Development</u> Led the establishment of the 'Transformation & the Economy' practice by defining value proposition and services that is being offered. Collaborated across legal departments and the central Business Development and Marketing team to develop promotional collaterals, identify target clients, and lead proposal responses.</p> <p><u>Key Engagements</u></p> <ul style="list-style-type: none"> • Legislative Enhancement – Led the largest engagement within the firm, supporting a government client to review and identify opportunities within the legislative landscape to boost the economy. • R&D and Innovation Policy Panel – Led the preparation of a panel to discuss policy changes to strengthen R&D capabilities in the UAE at Abu Dhabi Global Healthcare Week. • IP Strategy, Operating Model and Policy – Led the development of IP strategy and operating model for a leading defense client and its 20+ subsidiaries. <p>Senior Manager – Health Industries Consulting <i>Jul 22 – Sep 23</i> PwC, Dubai</p> <p><u>Business Development</u> Led proposal responses for opportunities worth up to \$30M, collaborating with teams across geographies to articulate the firms' unique value proposition, approach, and capabilities.</p> <p><u>Key Engagements</u></p> <ul style="list-style-type: none"> • Healthcare Transformation – Led a team to support a UAE health regulator to design and implement healthcare solutions to strengthen quality and access of care across 4 distinct areas: Mental Health, Primary Care, Medical Tourism and Maternity Care. • Commercial Excellence - Defined and developed commercial excellence capabilities for a semi-public digital health organization in KSA. This included designing operating model, organizational structure, tools to support sales force effectiveness and commercial capabilities. 	

Senior Manager –Government Public Sector
EY, Dubai

Apr 19 – Jun 22

Business Development

Led proposal responses for opportunities between \$200K to \$2M, collaborating with teams across geographies to respond to client requirement and present capabilities.

Key Engagements

- **Integrated Early Childhood Intervention System** - Designed a cross-sectorial journey to enable early identification and timely intervention for children of determination in the UAE.
- **Bioinformatics Strategy** - Developed a national strategy that would enable KSA to become a leading hub for R&D and innovation through data and AI across medical, industrial, and agricultural sectors.
- **CX & Business Process Re-engineering** (UAE) - Managed a team to re-design 120+ business processes and improve overall customer experience to support a UAE based Ministry to improve their scores for the Global Star Rating System for Services.

Consultant – Life Sciences Consulting
Kinapse, London

Feb 16 – Mar 19

Business Development

Account manager for Merck and J&J and led Integrated Development Plan service offering across the firm.

Key Engagements

- **Product Strategy** (Merck) - Collaborated with product teams across the immunology franchise to develop integrated product strategies for early phase compounds (pre-clinical to Phase II), strategy ensured alignment with R&D functions and overall business direction
- **HEOR/ HTA Landscape Assessment** (Sanofi) - Conducted a detailed assessment of market access landscape, findings informed global teams on go to market strategies and defined tactics to upskill capabilities of regional market access teams (regions: KSA, UAE, Egypt, Russia, Israel, and Iran)
- **Operating Model Design** (GSK) - Designed a fit for the future operating model for the Global Publications Group, model estimated to provide \$10M savings by allocating publications to onshore versus offshore teams

Publication

- Research paper accepted in Blood Cancer Journal 2021: Triggering interferon signaling in T-cells with avadomide sensitizes CLL to anti-PD-L1/ PD-1 immunotherapy Blood Journal (2021) 137 (2): 216–231
- Abstract and poster accepted at American Society of Hematology 2015: CC-122 repairs T cell activation in Chronic Lymphocytic Leukemia that results in a concomitant increase in PD-1: PDL-1 and CTLA-4 Immune Checkpoint Expression at the Immunological Synapse
- Research paper accepted in Blood Cancer Journal 2015: Minimal Residual Disease Detection with tumor specific CD160 correlates with event free survival in chronic lymphocytic leukemia Blood Cancer Journal (2015) 5,e273; doi:10.1038/bcj.2014.92
- Abstract and poster accepted at European Hematology Association Congress in Amsterdam 14-17th June 2012: *Early detection of minimal residual disease detection: getting CD160 in Chronic Lymphocytic*

Awards

- **EY Shukran Star Award:** Better Me – Agility
- **EY Shukran Star Award:** Building a Better Working World – Client
- **EY Role Model Recognition:** “Incredible role model who demonstrates the courage to lead”