

Mansoor Yahya

"Problem Solver"

A result oriented professional and automation enthusiast, striving to create an innovative and sustainable solution that can be beneficial for consumers as well as owners.



my@MansoorYahya.com

+971 56 715 6382

Dubai, UAE

linkedin.com/in/mansoorYahya

November 24, 1986

WORK EXPERIENCE

Technical Growth Head (MENA Region)

OKAB – www.gaztec.com

February 2016 – Present Dubai, UAE & Kinshasa, DR Congo.
Mobile, Desktop, SaaS, IoT, Smart Solutions, and Govt. Solutions.
Achievements/Tasks

- Contrat de Bail Numérique, Kinshasa, DR Congo (Ejari).
- In Process (multiple African countries):
 - Biometric ID, ePassport, Secure Documents (Civil Certificates), & Biometric Driving License (eDL).
 - Smart Road Toll System (eToll).
- Digitization of Provincial Taxes, Kinshasa, DR Congo.
- Dubai Police HR – SaaS.
- Dubai Police (Airport) FAQ – SaaS.
- Dubai Military H.R. Committee (DMHRC) – SaaS.
- www.oui.cd (Classified Ad Platform like Dubizzle/OLX).

Contact: Mr. Ahmad K. AlGaz – a.algaz@gaztec.com

Projects' Manager (Military and Civilian)

DCC (Pvt.) Ltd. – www.dcc-tech.com

November 2019 – Present Karachi, Pakistan.
Defense (COMINT), Hardware, SaaS, IoT, and Smart Solutions.
Achievements/Tasks

- COMINT – Confidential.
- Riyadh City Brain – Ministry of Interior, KSA.
- Military Custom Hardware Development.
- Vehicle Driving Simulator.
- Military Battlefield (War Exercise) Simulator.
- Motion Platforms (3 DOF, 5 DOF, & 6 DOF).

Contact: Mr. Aamir Nadeem – aamir.nadeem@dcc-tech.com

Technical Manager (IT)

Red Point – www.rptworks.com

July 2014 – February 2016 Dubai, UAE.
Web, Desktop, Mobile App, Graphics, and Civil/MEP Solutions.
Achievements/Tasks

- Cargo Tracking (RFID) and Office Automation.
- CCTV & Fiber Laying for ENOC & Etisalat (respectively).
- Smart Home (HDL & Google Home).
- Websites for clients (Static, Dynamic, eCommerce).

Contact: Mr. Hassan Tahir – ht@rptworks.com

General Manager (IT Operations)

Your Engr. Solutions – www.yes.com.pk

December 2009 – June 2014 Islamabad, Pakistan.
Software (Web/Desktop), Telemetry, M2M, and Embedded System.
Achievements/Tasks

- RFID - Inventory Management & Asset Tracking System.
- Maxon Australia – IoT and M2M (Gang Update).
- AUIT – Automated Meter Reading.
- Police Citation System (GSM/3G).
- Smart Fuel Monitoring System for Telecom Companies.
- eToll System for Motorways and National Highways.

Contact: Dr. Waseem Amer Maan – waseem@yes.com.pk

EDUCATION

BSc. Engineering (Telecom)

NUCES (FAST NU) – www.nu.edu.pk

September 2009 – December 2010 Islamabad, Pakistan.

TRAININGS & WORKSHOPS

Team Lead/Management (Workshop)

LUMS – www.lums.edu.pk

January 2012 Lahore, Pakistan.

IP/CCTV & IP/PABX (Workshop)

NUCES (FAST NU) – www.nu.edu.pk

August 2012 Islamabad, Pakistan.

NPO Management (Training)

IoBM – www.iobm.edu.pk

December 2012 Karachi, Pakistan.

STRENGTHS

Highly Motivated

Hardworking

Organized

Efficient Multitasking

Proactive & Initiator

Startup Envisioning & Dev.

Digitization

Opportunity Identification & Implementation

Deal Negotiator

Hardworking

Organized

TECHNICAL SKILLS

Solution Architecture & Integration



M2M & IoT



GSM & IP Networks



Digitization



Process Automation



Virtualization



SaaS Solutions



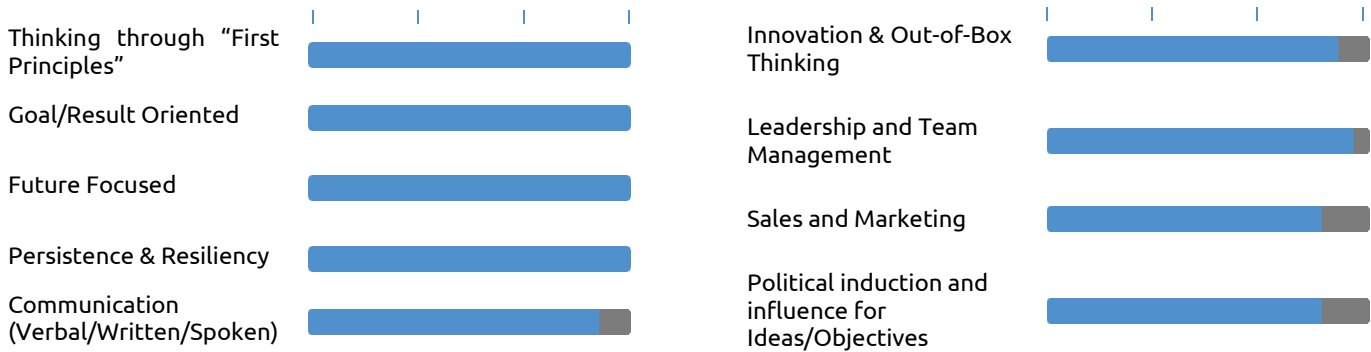
eCommerce/Web



Secure Documents



SOFT SKILLS



DETAILS OF RESENT PROJECTS

Contrat de Bail Numérique, Kinshasa, DR Congo (<https://contratbail.kinshasa.gouv.cd>)

Digital Lease Agreements for the province of Kinshasa, DR Congo (Ejari replica from Dubai, UAE).

With initial inspiration taken from Dubai’s Ejari System (<https://dubailand.gov.ae/en/MyDLD>), the project in the province of Kinshasa, DRC, was my brain-child. Envisioned with digitization passion, I was involved in the project from inception to development, and ultimately commissioning. With the challenge of not being a francophone, and other regional/legislative challenges, I had an active role to:

- Incentivize the government of Kinshasa, with a surety of firm control over properties within the administrative area, and guaranteed increase in the revenues.
- Communicate with crucial government officials/departments for legislation of the Digital Lease Agreements.
- Recruit and steer the technical development team (off-shore), to create a robust portal from scratch.
- Create a 100% Paperless and Digital system, with the capabilities of accepting online payments, for the first time in the history of the government of Kinshasa.
- Recruit and Train a local team for smoother operations in Kinshasa, DRC.
- Create customer service centers, in multiple areas/communes of Kinshasa for assisting the general population (Landlord or Tenant) – 24/7.
- Oversee the marketing and media campaigns (including social media) for the launch of the system in Kinshasa.
- Arrange Launch Events, Seminars, and Galas, to train all stakeholders involved in the project. Be it Landlords, Tenants, or related government officials/departments.

To this date, while successfully running the project in Kinshasa, the team is expanding nation-wide in DR Congo (DRC), while introducing the project to the other provinces.

Digitization of Provincial Taxes, Kinshasa, DR Congo (<https://taxes.kinshasa.gouv.cd>)

With an ambition to boost tax collection and stop tax evasion, in the province of Kinshasa, DRC, I was able to convince the government to channel the focus on digitizing tax collection. After persuasive dialogues, the government accepted the creation of a Digital Portal for the collection of all taxes in the province of Kinshasa, DR Congo.

With the challenge of no government-issued identification document for the general population, an intelligent portal was conceptualized. I was involved in:

- Negotiations with the concerned departments/officials, to create a favorable atmosphere/conditions for Digital Tax Portal; including all legislative measures.
- Problem identification of taxation system in Kinshasa, and solution architecture of the said problem.
- Recruiting a team (off-shore) and overseeing the development of the entire portal.
- Creating digital process flows for all tax types with the integration of Local Banks and Payment Gateways.
- Setting up of Road-Side Kiosks for Mobile Payments to enable and encourage the general population in adapting the Digital Tax Payments.
- Media (including Social Media) Campaigns to educate the general population for quicker adaptation to the digital tax portal.
- Inter-Departmental (government) digital linking for quick information exchange and for corruption-free transactions.

Online Classified Ad Platform in DR Congo (www.oui.cd)

In August 2020, while I was still trying to convince the Government of DR Congo, to adopt the Biometric ID Cards for General Population and Expatriates in the country, I wanted to buy a car for my daily commute to different meetings, and to my surprise, I could not find a single platform where I could search a car with my own preferences (except Facebook Marketplace). Upon probing, I faced the same issues with Head Hunting (Jobs), Property (Rental), and other day-to-day items. I was astounded to find out that there is no digital classified ad platform in DR Congo. For some people, it may be a setback, but to me, it was an amazing opportunity for an un-tapped market, yet with prolific challenges. After an incontrovertible proof to the Board Members, in January 2021, I launched a pilot project in Kinshasa by the name of “oui.cd”. The local press titled it “DRC’s first ever Online Classified Ad platform”. For those, who are wondering, what “Oui” means? It means “Yes” in the French Language.

Although I had conceived the opportunity for an online classified ad platform (in DR Congo), yet I maintain my stance with the Board Members, to create an entirely separate/independent sub-organization for Oui. While I kept myself limited to the technical aspects of the platform, I preferred someone else (dedicated to the platform only) to steer the operations, with my minimal intervention.

With over 0.8 Million Users and 3.2 Million Page Views, the devoted team of Oui, managed to expand operations to:

- 3 more cities of DR Congo (Lubumbashi, Bunia, and Goma)
- Congo – Brazzaville (another neighbor country. Brazzaville, and Pointe-Noire)
- Angola and Tanzania (launching in December 2022)

In less than 02 years Oui has evolved to be a basic necessity for Buying, Selling, and Head Hunting (Jobs), in DR Congo & Congo – Brazzaville.