

Ahmed SAID, MSc.  
Egypt  
Head, Economic Affairs,  
The National Telecom Regulatory Authority (NTRA)

NTRA, B4 Smart Village, Giza.  
[asaid@NTRA.gov.eg](mailto:asaid@NTRA.gov.eg)  
Tel: +201002527334

Ahmed Said is Executive Director of International Policies at the National Telecom Regulatory Authority (NTRA) of Egypt. Before that he was Head of Economic Affairs at NTRA, where was responsible for carrying out all the economic related activities in the telecom sector and monitoring the performance of the telecom market and the progress in implementing the cost modeling process and the financial related issues.

Mr. Said started his career in Mobinil (the first mobile network operator in Egypt), followed by TheWayOut (Regional ISP head quartered in Egypt) whereby he reached the position of the business development manager. In 2002 Mr. Said moved to General Dynamics (U.S. based Corporation) as eGovernment and eBusiness consultant.

In 2007 Mr. Said joined the National Telecom Regulatory Authority (NTRA) as the economic affairs director. Throughout his career at NTRA he gained extensive experience in the field of telecommunications regulations, cost modeling, regulatory economics and Market analysis.

Mr. Said was also a member of the implementation team responsible for the development of major regulatory frameworks in the Egyptian telecom market including Access Framework, International Gateway Frameworks and Egypt's national broadband plan and recently the 4G license framework.

Mr. Said has represented the Egyptian administration in several conferences & venues including the WTO, GSR, ITU Telecom indicators, WTSA12, PP14, WTSA16 and PP18...etc

Mr. Said is currently the Vice Chairman of ITU-T SG3 where he is leading the work on many topics like OTT, Mobile Financial services and alternative calling procedures. This is beside his active role in leading the restructuring process of ITU-T SG3 whereby he succeeded in adding more questions and expanding the area of study in the SG3. Also, Mr. Said was appointed as the Chairman of the Arab Regional Group for ITU-T SG3 where he lead the Arab member states in starting this regional group and expanded the activities to study a lot of topic that interests the Arab region and positioned the group as an active regional group within SG3. Recently Mr. Said has been also appointed as a Vice chair for the Focus Group on Digital Fiat Currency, leading the regulatory and economic impact working group.

Since his nomination as a Vice chair in ITU-T SG3, Mr. Said lead the group restructuring exercise and through his effort as a lead for the rapporteur group for restructure he succeeded reaching consensus on the current new structure of ITU-T SG3. Mr. Said also lead the work on OTTs and chaired the rapporteur group of OTTs engaging the OTT companies within the ITU-T for the first time and getting an approval on the new recommendation on OTT d.262.

Mr. Said has also lead the rapporteur group of mobile financial services where he succeeded in reaching consensus on approval of the new recommendation D.263 on mobile financial services. His experience in the field of financial inclusion and digital financial services were utilized through his work in the Focus Group on Digital financial services and Digital Fiat currency and finally in the FIGI initiative where he leads the Egyptian Country implementation team in Coordination with the ITU.

Mr. Said received his Master of Science in Business Information Technology from University of Middlesex in London, in the year 2001 and he obtained his Bachelor of Commerce in Accounting, from Cairo University in the year 1999.