

# Badar Al Lawati

Product Management | Project Management | Digital Transformation | Sales



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## EDUCATION

### PhD Computer & Information Sciences, DePaul University, Chicago, IL

September 2014 - November 2022

Recipient of the POST-GRADUATE EDUCATION Scholarship 2014/2020 - Education Council, Oman

### MS e-Commerce Technologies, DePaul University, Chicago, IL

September 2009 - June 2011

Recipient of the FULBRIGHT Scholarship 2009/2011 - U.S. Department of State

### BSc (Hons) e-Commerce & Digital Business, University of Nottingham, UK

September 2003 - July 2007

Recipient of the HIGHER EDUCATION Scholarship 2003/2007 - Ministry of Higher Education, Oman

## AWARDS & GRANTS

2019 STUDENT ENTREPRENEUR OF THE YEAR AWARD - Coleman Entrepreneurship Center, DePaul University

ALEXANDER KIRSTEIN FOREIGN STUDENT SCHOLARSHIP 2018 - ISS, DePaul University

## CAREER SUMMARY

- An Experienced Systems Analyst/Product Manager with 15+ years of professional, academic, & research experience
- Extensive experience in leading, managing and executing mid-large scale ICT products including digital transformation, IT systems integration projects, and product development
- Skilled in effective stakeholder management, negotiations, conflict management, change management, decision making, and leading/facilitating action-oriented meetings
- Managed large cross functional teams comprising of people with variety of skills and mixed levels of experience thorough planning, problem solving, and organizational skills

## PROFESSIONAL EXPERIENCE

### Marquette University, Milwaukee, WI

*Assistant Professor of Practice* August 2023 - Present

- Teaching Information Systems & Analytics classes within the Management Department at the College of Business Administration
- Successfully built a curriculum and teaching an undergraduate introduction to technology & Unstructured Data Analysis classes
- The job included developing the lecture slides, weekly participation assessments, weekly assignments, a mid-term, and a final exam

### University of Chicago, Chicago, IL

*Sr. Systems Analyst* March 2022 - January 2023

- Led the systems administration, implementation, and integration within the Polsky Center for Entrepreneurship & Innovation
- Managed the IT strategy and strategic systems integration for the Innovation Intelligence unit
- Conducted regular reviews of systems and generated reports on efficiencies and efficiency improvement areas
- Performed regular structuring and prioritizing of business requirements and communicating plans with stakeholders for review and approval on new projects
- Managed the troubleshooting of technical issues, system bugs, and administered user security & access groups

### **Consulting Product Manager** October 2021 - April 2022

- Drove the execution of the product lifecycle processes including research, process analysis, planning, positioning, & general roadmap setting
- Translated the overall product strategy into detailed requirements for the final product development by different teams
- Collaborated closely with different divisions & teams on the development, QA, and release of features & functionalities to ensure success for the entire organization

### **Oman Telecommunications Company S.A.O.G., Oman**

#### **International Accounts Manager** December 2012 - August 2014

- Served as an International Accounts Manager within the International Voice Sales team, while managing a portfolio of 65+ destinations with 17+ business partners
- Achieved annual turnover of over 1.5 Million USD from bilateral agreements, swap deals, and routing business
- Provided, developed & updated strategic financial plans of international telecom business partners
- Conducted daily/weekly/monthly/quarterly market intelligence on current pricing structures & market practices for voice business relationship

#### **Sr. Product Manager** November 2011 - December 2012

- Managed a portfolio of products, including services, mobile applications, internal systems integrations, and corporate social responsibility products
- Developed and executed the product strategy products and services, including voice, data, and wireless products
- Executed the complete product lifecycle, starting from ideation, to financial projection, to execution, and finally go to market & launch
- Collaborated with cross-functional teams, such as engineering, design, and marketing, to develop and launch new products and services
- Achieved more than 3.5M USD in systems optimization and efficiency savings, as well as an increase of 18%+ in subscriptions

### **Chicago Scaffolding Inc., Chicago, IL**

#### **Software Implementation Analyst** March 2011 - September 2011

- Managed the workflow analysis & the processes re-engineering project
- Coordinated all correspondences with different ERP/CRM vendors
- Supervised and coordinated the system customization requirements with different software vendors

### **Oman Telecommunications Company S.A.O.G., Oman**

#### **Product Manager** April 2008 - August 2009

- Monitored and analyzed product performance, including user adoption, customer feedback, and financial metrics. Used this data to make informed decisions and recommendations for product improvements
- Managed relationships with vendors, suppliers, and partners, including negotiating contracts, service level agreements, and ensuring that vendor performance meets company expectations

**1st PLACE WINNER - 2018  
CAMPUS 1871 - 1871**

**DEPAUL LEADERSHIP  
RECOGNITION 2011 - DePaul  
University**

**OUTSTANDING & CREATIVE  
YOUTH AWARD 1999 -  
INFORMATION TECHNOLOGY  
- League of Arab States, Egypt**

#### **VOLUNTEER EXPERIENCE**

**DePaul Presidential Vetting  
Committee - Student  
Representative**

- Served among 19 other student reps
- Representing the student body of DePaul University, at the DePaul Presidential Vetting committee.
- The committee was in-charge of meeting with presidential candidates and interviewing them
- And submitting final recommendations to the board of trustees

**DePaul Information Systems  
Student Organization -  
Founding President**

- Led DePaul's 1st Student Chapter of the Association of Information Systems
- Worked on strategies to engage IS students with Industry professionals, organized networking & career development events,
- And coordinated with the Association of Information Systems