



CV Malek El Hussein

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Dynamic and results-driven healthcare executive with over 30 years of experience in healthcare investment, pharmaceutical, and Medtech sectors. Proven track record in strategic consulting, business development, and operational leadership across the MENA region. Adept at leveraging advanced medical technology to enhance healthcare delivery, drive innovation, and improve patient outcomes. Committed to fostering collaborative relationships with stakeholders to advance healthcare initiatives and optimize organizational performance.

Regional Director Middle East, UCLA Health

From 07/2021 to date

1. Spearheading healthcare initiatives across the MENA region, ensuring access to cutting-edge medical technology and services.
2. Cultivating strategic partnerships with local healthcare organizations to enhance service delivery and expand UCLA Health's footprint.
3. Leading market analysis and business development strategies to identify growth opportunities within the healthcare landscape.

Asset Manager, SEE CAPITAL

From 07/2018 to 07/2001

1. Identify partners and operators for Rehabilitation and special needs.
2. Review and approve business plan for 3 clinics (Autism, Physiotherapy & Alternative medicine, US Million 10).
3. Review and approve business plan for hospital in special needs (US Million 75).
4. Monitor execution of the work plan with partners.
5. Drive strategy for holistic healthcare approach taking care of social, environmental, and economic dimensions
6. Identify areas of interest and complement the wellbeing landscape of the Rehabilitation work.

CEO, Byrne Medical equipment Rental

From 06/2017 to 05/2018

1. Taking responsibility for the full P&L (US Million 25).
2. Setting up strategy and business plan and staff recruitment.
3. Establish go to market strategy.
4. Drive business growth and expansion.

5. Identify business opportunities with healthcare groups and ministries of Health.
6. Negotiate agreements with high value contracts.

Healthcare operating partner, alternative investments, Qatar First Bank, QFB

From 03/2016 to 06/2017

1. Set up strategy for the Healthcare fund (US Million 300) and get approval from the board.
2. Manage healthcare investment team (executive director, senior associates, analysts, legal and risk management).
3. Evaluate more than 150 opportunities (MedTech, Pharma, Operations & Services) and made 4 due diligences.
4. Manage Portfolio (Memorial group of hospitals in Turkey, Cambridge and Rehabilitation Centers, Amanat for Healthcare & Education, Avivo group).

General Manager, Diagnostic cardiology, Life Care Solutions, Middle East, Africa, Central Asia and Turkey, GE Healthcare

From 09/2012 to 02/2016

1. Manage full P&L for Diagnostic Cardiology business Lifecare Solutions for a Geography of 84 countries (US \$ Million 30).
2. Manage GE Healthcare team (sales, service, marketing, finance, legal & regulatory)
3. Build infrastructure for growth, forming key opinion leaders and reference sites.
4. Evaluating performance of distributors and articulating go to market strategy
5. Assessing market trends and competition.

Business Development Director, Middle East, GE Healthcare

From 07/2008 to 08/2012

1. Analyzing opportunities to develop technology roadmap and strategy that creates new business for GE Healthcare products and services.
2. Provide assessment on the level of technology existing in each hospital, recommend level and type of capital investment needed to meet customers required level of technology.
3. Establish and develop relationships with new healthcare funds.
4. Created infrastructure for turnkey solutions in the Middle East. GE Healthcare sold over US \$ 50 Million of equipment in different projects.
5. Achieved negotiation with Suleiman Al Habib group for partnership with GE Healthcare. Agreement secured US \$ 30 Million worth of equipment.
6. Performed due diligence on 3 opportunities for outsourcing diagnostic imaging services.
7. Represented GE Healthcare in Shefa/TVM Fund (US \$ 100 Million).
8. Performed due diligence and audit business plan with Gulf Capital representing GE Healthcare as technology partner. Gulf Capital acquired 15 Diagnostic imaging centers in Egypt and Saudi worth of US \$ 48 Million.

Lead Manager Performance Solutions, Middle East, Africa, Central Asia, and Turkey, GE Healthcare

From 10/2006 to 06/2008

1. Offer healthcare consultancy services in the assigned geographical areas.
2. Providing and developing strategy for the growth of the turnkey projects within the region
Assessing clinical / technical / economical requirements of customers as well as the competitive environment, and defining the best product configuration/pricing to supply required benefits.
3. Expand the business in the region and enlarging the partnership with the distributors.
4. Promote customer satisfaction, maintaining detailed knowledge of the assigned products and developing local customer focused selling strategies
5. Promoting GE Healthcare Performance Solutions through conferences and exhibitions.

Director, Middle East, ECRI Institute

From 10/1999 to 09/2006

1. Establish ECRI Institute in the MENA region. ECRI is an international nonprofit organization specializing in the research to improving patient care.
2. Develop, execute, and coordinate business and marketing plans.
3. Provide healthcare consultancy expertise covering technology planning, procurement, and management for big scale projects (US Billion 2.2).
4. Identify opportunities within core markets to expand revenues and customer's base.
5. Prepare, coordinate, and submit financial and technical proposals.
6. Supervise customer relationship management.
7. Produce program design, budget, fund and negotiate social and formal functions.

Chief Biomedical Engineer, Tawam Hospital, Ministry of Health UAE

From 04/1994 to 09/1999

1. Manage a team of 18 staff members to perform medical equipment maintenance.
2. Evaluate Tenders value more than US \$ 35 Million.
3. Negotiate service contracts worth of US \$ 10 Million.
4. Provide consultancy services on capital medical equipment acquisition for the Ministry of Health (US \$ 200 Million).
5. Responsible to review annual budget requirements for medical equipment
6. Liaison with hospital departments.
7. Responsible of all capital expansion projects and the execution.

Biomedical Engineer, Montreal Heart Institute

From 01/1992 to 03/1994

1. Evaluate medical equipment for acquisition worth of Canadian dollar 7 million.
2. Supervise repair, calibration, and maintenance of imaging equipment (15 major equipment).
3. Monitor hospital workers for radiation exposures (50 employees).
4. Achieve Quality control for diagnostic imaging equipment (Nuclear Medicine laboratories, Cath-lab rooms, and Radiographic/fluoroscopic rooms)

Technical Sales Representative, Logix Innovation

From 01/1990 to 01/1992

1. Advise customers according to their needs (PC, LAN, software, hardware).
2. Prepare quotations and negotiate contracts (Canadian dollar 200K).
3. Lead sales force and manage distribution team (5 members).
4. Formulate sales plans to increase gross profitability.

Education

1. Ecole Polytechnique de Montreal – Master degree clinical Engineering (MEng.)
2. McGill University, Medical physics courses
3. Professional Engineer Registered in Montreal, Quebec, Canada (PE)
4. Certified Clinical Engineer from American College of Clinical Engineers (CCE)
5. Lebanese University, faculty of Engineering- Bachelor degree in Electronics Engineering
6. Lebanese University faculty of Economics and Business Administration (Passed 2 years out of 4 years program)
7. Colombia business school Executive MBA program visiting lecturer

Advisory Roles

1. Malek serves as Global Healthcare Key Opinion Leader for Korea Health Industry Development Institute (KHIDI)
2. Malek was a lead reviewer for the Central Board for Accreditation for Healthcare Institutions in Saudi Arabia (CBAHI)
3. Malek was an external advisor for IFC/World Bank for medical devices manufacturing investment committee
4. Malek serves as a Board member for the American University of Sharjah (AUS) Engineering Department

Public Speaking and Conferences

Chaired and presented at national and international conferences including:

1. Hospital Design and Upgrade Middle East
2. Digital Health
3. International Hospital Federation
4. World Bank
5. Columbia Business School Executive MBA Program
6. World Healthcare Congress

Skills set

- Healthcare investment, due diligence, private equity, life cycle asset management
- Healthcare Consulting, business development, strategic partnership, operational improvement
- Medical technology Integration, digital health, market analysis
- Public Private Partnership, Stakeholder Engagement, Risk Assessment, Restructuring
- Pharmaceutical Manufacturing, Project Planning, Strategic leadership Healthcare Diplomacy

Malek is fluent in Arabic, English and French.