

ENG. MOHAMMAD HASSAN OBEID

Chief Executive Officer | Strategic Institutional Leadership & International Project Management

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PROFESSIONAL PROFILE

Accomplished executive leader with over two decades of progressive experience spanning higher-education administration, large-scale construction and infrastructure project management, strategic procurement, and corporate governance. Currently serving as Founder and CEO of Winning Holding Company and CEO of Stardom University, driving international institutional growth, academic accreditation, and digital transformation. Proven track record managing multi-million-dollar contracts across Saudi Arabia, the Gulf region, and Turkey, with strong expertise in strategic planning, regulatory compliance, contract management, and cross-border business development.

PROFESSIONAL EXPERIENCE

Founder & Chief Executive Officer — Winning Holding Company *(January 2020 – Present)*

- Established and lead a diversified holding company overseeing Stardom University (online higher education) and Sahem Realty (real estate marketing).
- Define corporate strategy, governance structures, and long-term growth direction across all subsidiary entities.

Partner & Chief Executive Officer — Stardom University *(2023 – Present)*

- Provide strategic leadership and executive oversight for all academic, administrative, and operational functions of the University.
- Lead institutional strategic planning, vision implementation, and long-term development initiatives.
- Oversee academic affairs, quality assurance, and compliance with international accreditation standards (EU and global frameworks for online education).
- Establish international academic partnerships, dual-degree collaborations, and professional affiliations.
- Supervise financial planning, budget allocation, revenue growth strategies, and cost optimization initiatives.
- Develop new academic programs aligned with labor market demands and international benchmarks.
- Drive digital transformation initiatives, including Learning Management System (LMS) development and e-learning infrastructure.
- Ensure regulatory compliance across multiple operating regions, including Turkey, the United Kingdom, the United States, and Egypt.
- Lead marketing and student recruitment strategies to expand regional and international enrollment.
- Build institutional governance structures, policies, and internal control systems.
- Represent the University at international conferences, accreditation bodies, and strategic negotiations.
- Supervise HR strategy, executive appointments, and organizational development.

Deputy General Manager – Projects — ARAIL Construction & Industrial Co. LTD. — Saudi Arabia (2014 – 2020)

- Directed project execution and contractual oversight for major national infrastructure projects, including metro stations (3J1, 3B2, 1B1, 1B2, 1B4, 1F4, and Elevated Stations), the King Abdullah Financial District (KAJD), Tahlia Towers (Jeddah), Princess Nora University, Saudi Arabia National Guard (SANG) projects, and bus station developments.
- Developed optimized contract procedures and standardized documentation frameworks.
- Prepared and reviewed supply, tender, and agreement contracts.
- Provided contractual advisory support throughout pre- and post-contract phases.
- Managed contract correspondence and ensured compliance with contractual obligations.
- Advised senior management on all contractual and risk-related matters.

Regional Strategic Procurement Manager / E-Procurement Project Manager / Assistant Project Manager — Al Arrab Contracting Co. Ltd. (ACC) (2007 – 2013)

- Coordinated procurement and project execution across major developments, including 420 Clinics (Ministry of Health), residential projects, University of Hail, University of Al Baha, and the Ajman Project.
- Managed material submittals and approvals in accordance with BOQ and contract specifications.
- Prepared technical and commercial comparison sheets across a minimum of three suppliers.
- Oversaw purchase order preparation and cost analysis.
- Monitored material delivery schedules and on-site project progress.
- Reported project and procurement status to senior management.

Project Coordination Engineer & Technical Engineer — HAFOOF Factory — Metal Door Division (2005 – 2007)

- Reviewed approved technical drawings prior to manufacturing.
- Prepared detailed project schedules and timelines.
- Analyzed new project requirements and feasibility.
- Coordinated communication and workflow between factory operations and contractors.

Architectural Designer – Design Department — BEN ZAFRA Consultative Engineering (2003 – 2004)

- Contributed to architectural design competitions, including the Al-Amal Center for Children Care (Gaza), the Social Culture and Sporting City (Gaza), the Palestine National Library, the Central Bank of Palestine, and a Commercial & Residential Center.

EDUCATION

Bachelor of Architectural Engineering

Islamic University of Gaza

PROFESSIONAL CERTIFICATIONS

- Certified International Commercial Contracts Manager (CICCM) — USA (2018–2023)
- FIDIC Certified Training Program — United Arab Emirates

- International Academy of Project Management (IAPM)
- ISO 9001:2015, ISO 11001:2015, and ISO 26000:2010 Training
- CIPP Certification — International Federation of Consulting Engineers (FIDIC)
- UACC Professional Certification
- MS Project Training
- Effective Procurement Management Certificate

TRAINING COURSES

- Air Defense General Command Project (2003)
- Sheikh Zayed City Project — Gaza (2003)

CORE COMPETENCIES

Strategic Leadership	Institutional Development	Contract Management
International Accreditation	Procurement Strategy	Project Management
Corporate Governance	Digital Transformation	Stakeholder Relations

LANGUAGES

Arabic — Native
English — Fluent

PERSONAL INFORMATION

Nationality: Palestinian / Turkish
Date of Birth: 07 October 1981
Place of Birth: Riyadh, Saudi Arabia
Marital Status: Married