



Mariam Fanous

Senior Business Advisor

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Biography

Mariam has over 10 years of business consulting experience delivering national and organizational level strategic engagements across public and private sectors.

Mariam has worked with a wide range of clients across the Middle East, US and Europe, her sectorial expertise is within healthcare and life sciences however she has successfully delivered several engagements across social and digital sectors. Mariam moved to the GCC region in 2019, joining a Big 4 consulting firm where she led multidisciplinary teams to deliver high profile engagements including the development of a national bioinformatics strategy for the Kingdom of Saudi Arabia and the re-design of the diagnosis pathway for developmental delays in the Emirates of Abu Dhabi.

Prior to this, Mariam advised pharmaceutical and biotech organisations in the UK, specifically focusing on R&D and market access strategies across their immuno-oncology and diabetes pipeline.

Mariam holds a BSc in Medical Genetics from Queen Mary University and a MSc in Immunology from King's College University of London.

Recent experience

- **Health Regulator (UAE)** developed multiple strategies and implemented initiatives to improve quality and access of care across priority health areas (mental health, primary care, people of determination).
- **Digital Health Company (KSA)** designed and established the commercial department including operating model, introduced CRM to support sales force effectiveness, developed a costing tool and trainings to build inhouse capabilities.
- **Governmental Entity (KSA)** designed the governmental digital platform to enable all public sector services and communications between G2G, G2C and G2B.
- **Governmental Entity (UAE)** assessed the current and re-designed the diagnosis pathway for developmental delays in children across health, social and education sector.
- **Digital Entity (KSA)** developed a national bioinformatics strategy enabling KSA to become a leading hub for R&D and innovation through data and AI across medical, industrial and agricultural sectors.

Languages

- English
- Arabic

Education

2013 - *MSc Immunology*, King's College University of London

2011 - *BSc Medical Genetics*, Queen Mary University of London

Practices

- Innovation, Patents & Industrial Property (3IP)