

Curriculum Vitae

1. Personal Information:

Name: Sayed Moawad Ahmed ATTIA

Nationality: Egyptian

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2. Profile

Having accumulated practical experience of more than 30 years in international trade and a full awareness of the Multilateral Trading System and the WTO's Agreements.

Having wide experience in negotiations on trade at regional and international levels in through participating in and leading negotiations at the League of Arab States, the African Continental Free Trade Area (AfCFTA) Agreement, and the National Committee on Negotiations concerning World Trade Organization (WTO) agreements, The Gulf Cooperation Council (GCC) Member States Negotiations on Free Trade Agreements (FTA) with, South Korea, Pakistan, China, United Kingdom, Turkey, Indonesia, New Zealand, and others.

Having full awareness that Special Economic Zones (SEZs) have become an increasingly popular instrument to promote economic development and states promoting zones to stimulate economic development both within and outside the zone. States establish SEZs to promote exports and achieve rapid structural change and economic growth.

Providing high-quality consultations in fields of Free Trade Agreements (FTA) negotiation, trade policies, industrial policies, competition policy, partnership cooperation with the United Nations Industrial Development Organization (UNIDO).

Having wide experience in policy formulation, the capability to produce articles, research papers, white- papers on trade, development, industrialization, export promotion, export incentives, competition policy and special economic zones (SEZs), and others.

Having the capability of establishing and maintaining productive partnerships and cooperation with partners and stakeholders.

3. Education:

- 1. Doctor of Philosophy (PhD):** In "The Liberalization of International Trade in Textiles and Clothing Industry in Egypt and the Impact of Export Promotion Programs in its Export Performance"-Faculty of Economics and Political Science, Cairo University.
- 2. Master of Economics:** Economics of International Development Major - The American University in Cairo (AUC).
- 3. Master of Business Administration "MBA",** International Markets Major, Arab Academy for Science, Technology & Maritime Transport.
- 4. Professional Certificate in Accounting & Finance:** The American University in Cairo (AUC).
- 5. Diploma in Economics:** Major Capital Markets-Faculty of Economics and Political Science, Cairo University.
- 6. Bachelor of Commerce:** Faculty of Commerce and Business Administration, Helwan University.

4- Work Experience:

1.March 2022-Present: Economic Consultant, Industrial Enablement Deputyship, Ministry of Industry and Mineral Resources, Kingdom of Saudi Arabia:

• Responsibilities:

- Providing Consultations on Free Trade Agreements (FTA) negotiations.
- Providing consultations, preparing, and introducing training materials on Trade matters.
- Providing consultations, preparing, and introducing training materials on industrial policy matters.

- Providing consultation on partnership programs with UNIDO.
- Participating in drafting the Unified Competition Law for the States of the Gulf Cooperation Council (GCC) and its Executive Regulation.
- Preparing training materials, policy briefs, and policy papers on fair and free Competition Policy.
- Provide Consultations on Laws and Regulations concerning the Domestic Jurisdictions of the Kingdom of Saudi Arabia and the level of the Gulf Cooperation Council Laws and Regulations relevant to both trade and industrial policies.

2.November 2011- February 2022: Anti-Dumping General Manager, Trade Remedies Sector, Ministry of Trade and Industry, Egypt.

• Responsibilities:

- Formulating and executing the department's overall strategies and policies.
- Preparing and overseeing the integrated programs and related activities of the department.
- Providing support in the development of policies and overseeing policy development guidelines.
- Managing, guiding building staff capacity, fostering teamwork and communication improving their performance to implement the department's mandate:
- Developing and maintaining regular work relations with all stakeholders in relevant organizations inside Egypt and external concerned parties.
- Providing technical advice and high-quality factual reports and other relevant information to the advisory committee on trade remedies:
- Chairing meetings, and seminars, representing the Department at inter-agency meetings, regional, and international seminars, and conferences; providing technical expertise on relevant issues and exchanging technical and organizational views with representatives of other institutions.
- Preparing periodic reports for top management and the Minister of Trade and Industry;
- Preparing the working procedures of the notifications of the trade remedies and their circulation to the state parties concerned.
- Overseeing the maintenance of a database of all interested parties through the filling system.
- Ensuring cooperation with national, regional, and multilateral bodies responsible for trade remedies.
- Overseeing the recruitment of staff for the Department, taking due account gender balance and other institutional core values.
- Performing other related duties as requested by the senior management of the Organization.

3.2004-2011: Senior International Trade policies Researcher, Ministry of External Trade and Industry:

• Responsibilities:

- Led a team of researchers who conduct trade remedies investigations;
- Led a verification visit team;
- Preparing for hearings and consultations; and
- Preparing memos and reports to top management.
- Performing any other tasks when requested.

Achievements:

- Led and championed organizational change by preparing the file of the department for the Outstanding Agency Competition organized by the State Ministry of Administration.
- Conducting more than 20 trade remedy investigations successfully.
- Led the official teams in conducting verification visits to India, and Indonesia
- Preparing technical and legal submissions to defend the Egyptian exports subject to trade remedy investigations from the Investigating Authorities of other countries.

- Chairing meetings, hearings, and consultations held with interested parties.

4.1995-2004: International Trade Policies Researcher Ministry of Economy and Foreign Trade:

• Responsibilities:

- Conducting trade remedies investigations initiated by the department against unfair trade practices.
- Led a team for conducting verification visits to the premises of the producing and exporters in foreign countries.
- Preparing technical and legal submissions to defend the Egyptian exports subject to trade remedy investigations from the Investigating Authorities of other countries.
- Preparing reports and notifications of the initiations and final determinations.
- Preparing memorandums for top management.
- Performing any other tasks when requested.

Achievements:

- Formulation of the drafting of the Executive Regulation of the Egyptian Law concerning the protection of the Egyptian economy from unfair trade practices in international trade, and the amendments thereof.
- Preparation of Egyptian submissions to the dispute before the Dispute Settlement Body (DSB) between Egypt and some countries within the Framework of the World Trade Organization (WTO).
- Preparing a large number of the technical documents of the Anti-dumping, Subsidy, and Safeguard Department to be in compliance with ISO 9001:2000.
- Conducting more than 25 trade remedy investigations successfully.
- Conducting verification visits for the premises of foreign producers and exporters in Turkey and China.
- Preparing technical and legal submissions to defend the Egyptian exports subject to trade remedy investigations from the Investigating Authorities of other countries.

5.2011-February 2022: Secretary General of Advisory Committee of Anti-Dumping, Subsidy, and Safeguard:

The Advisory Committee is responsible for examining the results reached by the Trade Remedies Sector concerning the measures to be taken in respect of Anti-Dumping, Subsidy, and Safeguard investigations. It encompasses members of different ministries in Egypt.

• Responsibilities:

- Evaluating the results and conclusions of the reports submitted to the advisory committee.
- Preparing the Tripartite committee report to be submitted to the Minister of Trade and Industry.
- Preparing the Memos and the Ministerial decree to be submitted to the Minister of Trade and Industry.
- Preparing the financial remuneration for the Committee members and the technical staff.
- Preparing notifications of the results and sending them to the Official Gazette for publication.
- Communicating with the Customs to implement the ministerial decree.
- Preparing the press releases and sending them to the press.

Achievements:

- Achieving more than 40 evaluation reports on trade remedies investigations to the top management.

6.2008-February 2022: Head of the Technical Secretariat of the Textile, Clothes and Home Textile Export Council:

The Textile, Clothes, and Home Textile Export Council is a private sector agency that works together with the Ministry of Trade and Industry to formulate and harmonize policies and

measures in a manner that secures the competitiveness of exports and accordingly influences and promotes exports.

• **Responsibilities:**

- Overseeing the schedule of commitments of Egypt and other countries in respect of the textiles, clothing, and home textiles sectors to decide the potential markets.
- Ensuring that there are no non-tariff barriers (NTB) technical barriers to trade (TBT) in the targeted export markets.
- Ensuring that trade is facilitated in a manner that effectively serves the Egyptian exports of textiles products.
- Coordination with Customs Authority in respect of tariff applied on raw materials and finished goods.
- Preparing studies regarding mechanisms to enhance exports.
- Coordinating with the Executive director regarding the implementation of the Council recommendations.
- Preparing periodical and annual reports of the council.
- Gather and analysis of information regarding the performance of the council.
- Preparing meeting reports.
- Communicating with all interested parties to facilitate the activities of the council.

Achievements:

- Amendments of the export promotion program in a manner that accelerates reimbursing refunds for the exporters.
- Communicating with the relevant agencies to solve the problems facing exporters.
- Preparing research on the best practices in the field of export promotion programs.
- Introducing ideas of expanding the land cultivated with short-staple cotton.

7. Experience in Trade Negotiations:

Having engaged intensively equipped with a flexible sense; compromise-seeking; and convergence-oriented mode in negotiations on Trade on many levels, as follows:

1. **Internationally**, participated in and lead negotiations on the World Trade Organization(WTO).
2. **Continently**, participated in and led negotiations on the African Continental Free Trade Area (AfCFTA) Agreement.
3. **Regionally**, participated in and led negotiations on Tripartite Agreement between Common Market for Eastern and Southern Africa (COMESA), the East African Community (EAC), and the Southern African Development Community (SADC).
4. **Regionally**, participated in and led negotiations between the Arab States within the framework of the League of Arab States.

8. Experience in Dispute Settlement on International Trade:

1. Practically, participated in Definitive Anti-Dumping Measures on Steel Rebar from Turkey (DS 211) dispute where I was responsible with the Egyptian delegation, jointly with Van Bale & Bellis Law Firm, Brussels, Belgium.
2. Participated in Disputes where Egypt was a Third Party by submitting comments and questions in some disputes that it found to have the interest to participate in.

9. Sharing Experiences and Knowledge:

Sharing experiences and knowledge in the field of trade policies with trade partner countries, *inter alia*:

1. China.
2. South Africa.
3. United States of America (USA), and

4. Argentina.

10. Technical Assistance and Capacity Building:

Leading and organizing capacity-building programs and technical assistance for some African and Arab countries in the field of trade policies, as follows:

1. Madagascar.
2. Lesotho.
3. Djibouti.
4. Zimbabwe.
5. Yemen.
6. Iraq.
7. Lebanon.

11. Participation as Speaker and Panelist in Webinars Concerning AfCFTA and Trade in Africa:

1. Participated as discussant and provided an overview of EU-EPAs and their Implications for AfCFTA's Successful Implementation' in a virtual roundtable discussion on "Overcoming external challenges to successful implementation of AfCFTA: How helpful are bilateral economic /trade arrangements?" organized by UNECA; ATPC; Institute of African Studies at Carleton University and other agencies funded by EU, held through 27 - 29 April 2021;
2. Participated as Speaker and Panelist and provided an overview on " (AfCFTA) 's Effect on Trade between Africa and Europe " organized by Fi Global CONNECT: Regions on the Spotlight, held through 12-23 April 2021;
3. Participated as Speaker and provided an overview on "AfCFTA" as a Cornerstone for Intra-Africa Trade Promotion 'organized by FPCONNECT under the title" Enabling Virtual Connections for Food & Pharma Community in the Middle East and Africa" held through 8-10 March 2021.

12. Teaching and Academic Experience:

Teach a Foreign Trade Logistics on Globalization Program for postgraduate students at the Faculty of Commerce on the following topics:

1. Introduction to Logistics of Foreign Trade.
2. Logistics Performance Index (LPI).
3. Supply Chain Logistics and Technology.
4. Incoterms and Foreign Trade Terminologies.
5. Trade Facilitation and Trade in Transit.
6. Customs Valuation.
7. Market Access.
8. Electronic Commerce and Covid-19

13. Publications:

Producing a large number of publications on trade, economics, and development, industrial policy, special economic zones, on national, regional, and international levels in well-recognized newspapers and publishing houses in Egyptian, Arab, International Newspapers, Research Centers, and respected publishing agencies such as Springer and others.

A. Publication on Multilateral Trading System:

1. Anti-Dumping: In Theory and Practice (Book-Forthcoming).
2. The Role of Trade Facilitation and Other Policy Strategies in the Successful Implementation of AfCFTA; Global Trade and Customs Journal, Special Section, Volume 16, Issue 11&12 © 2021 Kluwer Law International BV, The Netherlands.

3. The Effect of Export Promotion Programs on Egypt's Textiles, Clothing, and Home Textiles Export Performance, 3rd International Conference on Advanced Research in Management, Business and Finance (ICMBF), Munich, Germany, 29-31, July 2021.
4. Non-Tariff Barriers: An African Perspective, Tax Prism Issue No.07 (Tax Prism is a business Magazine Published by Kenya School of Revenue Administration at Kenya Revenue Authority, 2021
5. New Director General of WTO: Mission is Possible for Dr. Ngozi Okonjo-Iweala, published at Pan African Visions, March 1, 2021.
6. An African director-general for the WTO? Ahram online and Al Ahram Weekly Newspaper, issue no 1501, 23-30 July 2020.
7. Opportunities for E-commerce after COVID-19, Al Ahram Weekly Newspaper, issue no 1494, 4-10 June 2020.
8. Trade War between Trump and the World: Causes and Potential Results, Afaq El Mostaqbl, The Emirates Center for Strategic Studies and Research (ECSSR), Issue 31, Eighth Year December 2018, Economy Page, 92-95.
9. Global commitment to reform the multilateral trading system, CGTN, 4 December 2018.
10. The Future of the Multilateral Trade, Al Ahram Weekly, Issue No.1375, 11-17 January 2018.

B. Articles on African Trade:

11. The Integration of African Trade, Ahram online and Al Ahram Weekly Newspaper, issue no 1496, 18-24 June 2020.
12. TICAD and African Development, Japan Today, 28 August 2019, Opinion Page;
13. -AfCFTA: Opportunities and challenges, CGTN, Opinion Page, 29 May 2019;
14. What is the first-ever Intra-African Trade Fair about? CGTN, 13 December 2018;

C. Articles on Egyptian Economy:

15. Industrialization and Development in Egypt, Al Ahram Weekly, Issue No.1343, 4-10 May 2017.
16. A cure for the Dollar Shortage, Al Ahram Weekly, Issue No.1296, 18-24 May 2016
17. Policies for the average person, Al Ahram Weekly, Issue No.1278, 14-20 January 2016.
18. Egypt's great leap forward, Al Ahram Weekly Issue No.1246, 14-20 May 2015.
19. Reviving Egypt's industries, Al Ahram Weekly, Issue No.1232, 5 February 2015.
20. The hero Egypt needs now, Al Ahram Weekly, Issue No.1193,
21. Moral economics and development in Egypt, Al Ahram Weekly, Issue No.1209, 14 August 2014.
22. Development challenges and aspirations, Al-Ahram Weekly Issue No.1202, 19 June 2014.
23. The economic growth Egypt needs, Al-Ahram Weekly, Issue 1166, 26 September 2013.
24. Open letter to the prime minister, Al-Ahram Weekly Issue No 1158, July 25, 2013.
25. The constitution in economic perspective, Issue No.1160, 15 August 2013
26. Informal Economy in Egypt, Al-Ahram Weekly.
27. Reordering priorities, Al-Ahram Weekly, Issue No. 1007, 15 - 21 July 2010.
28. Recommendations for USAID, Al-Ahram Weekly, Issue No. 960, 13 - 19 August 2009.
29. First things first, Al-Ahram Weekly, Issue No. 935, 19 - 25 February 2009.
30. Poverty eradication in Egypt, Al-Ahram Weekly, Issue No. 921, 6 - 12 November 2008.
31. Development challenges, Al-Ahram Weekly, Issue No. 909, 7 - 13 August 2008.
32. Dialogue on exports, Al-Ahram Weekly, 14 February 2001.
33. 2030 Strategy and Inclusive Growth, Ahwal Masrya, Al Ahram Center for Political and Strategic Studies (ACPSS), Issue 70, 1 October 2018 (Arabic).
34. Social Justice, January 2014, AFICS.(Arabic).
35. Egypt and International Monetary Fund' Loan, December 2012, AFICS.(Arabic).

36. The Impact of Corporations' Social Responsibility on their Financial and Economic Performance in the Framework of Governance, Egyptian Managers and Transparency Center, Ministry of Investment, Egypt, December 2010.

D. Articles on the Arab Economies:

37. The Arab League Summit: Navigation in a troubled water, CGTN, Opinion Page 31 March 2019. -EU-Arab Summit: Moving beyond migration, CGTN, Opinion Page, 24 February 2019.
38. Oil prices and the MENA region, Al Ahram Weekly, Issue No.1291, 14 April 2016.
39. Sino-Arab Ties, Issue 1346, 25-31 May 2017.

E. Articles on the Chinese Economy:

40. China-U.S. trade war train reaches its final destination, CGTN, Opinion Page, 10-March.2019.
41. China's reform and opening-up policy: A short journey to prosperity, CGTN, 28 November 2018.
42. The Belt and the Road, Al Ahram Weekly, Issue No.1344, 11-17 May 2017

F. Research Papers:

43. Eradication of Poverty: Policies and Legal Perspective, (Chapter in: No Poverty, Encyclopedia of the UN Sustainable Development Goals, W.Leal Filho et al. (eds.), Springer Nature Switzerland AG 2020, https://doi.org/10.1007/978-3-319-69625-6_3-1;
44. The Role of Industrialization in Comprehensive Development, submitted to the Egyptian Society for Political Economy, Statistics and Legislation (ESPESL) for the Twenty-Eight conference held during 28-29 December 2016.
45. The Impact of Oil Prices on the Economic Growth and Development in MENA countries, Middle East Economic Association of 15th International Conference March 23-25-2016.
46. The Impact of Corporations' Social Responsibility on their Financial and Economic Performance in the Framework of Governance, Egyptian Managers and Transparency Center, Ministry of Investment, Egypt, December 2010.
47. Empowering Women or Engendering Development, Practicum Research, 2009.
48. The Religious and Anthropological Perspectives of Development and Poverty, MPRA.
49. The informal Economy as an engine for poverty reduction and development in Egypt, MPRA, January 2009.
50. Development and poverty in Egypt, MPRA, December 2008.

G. Research and White Papers on Saudi's Economy (Unpublished):

51. Industrial Policy: Concept, Tools, Motives and Compliance with WTO Agreements.
52. The Role of Special Economic Zones in Economic Development in the Kingdom of Saudi Arabia.
53. Promoting Saudi Exports : Diversification and Export Promotion Programs Can Play a Role

H. Book Reviews:

54. In Progress: Obstacles and Paths by Dr. Mahmoud Mohieddin, Published in Economic Studies Magazine, Saudi Economic Association, King Saud University.
55. History of the Egyptian Economy, Author: Dr. Galal Amin, Al Ahram Weekly, Issue 1295, 12-18 May 2016.
56. The Rise of Nations: the Race to Progress, Globalization and the Changing the Balance of Power, Author: Ambassador: Amr Helmi, Al Ahram Weekly, Issue No.1287, 17-23 March 2016
57. The Trilogy of Development, Justice and the Economy, Author: Sherif Delawr, Al Ahram Weekly, Issue No.1280, 28 January -3 February 2016.

58. Towards a National Strategy for Economic Reform, a review of Dr. Said El-Naggar's book, published in Al-Ahram Weekly newspaper, published in English by Al-Ahram Foundation in Egypt, Issue 1317, October 27-November 2, 2016.

14. Languages:

1. **Arabic**- Native Language.
2. **English** – Excellent
3. **French** - Working Language.

16. IT skills:

Perfectly using the Microsoft Office programs Word, Excel, and PowerPoint.

17. Awards:

1. Certificate of Appreciation from the Egyptian Institute for Directors on research on “Corporate Social Responsibility”, June 2011.
2. Certificate of Achievement for Outstanding Academic Achievements from the American University in Cairo (AUC), September 2009.

18. Membership of Societies, Associations and Committees:

1. Member of Saudi Economic Association (SEA).
2. Member of the Middle East Economic Association (MEEA).
3. Member of Egyptian Society of Political Economy, Statistics, and Legislation (ESPESL).
4. Former Member and Secretary General of the Advisory Committee for Trade Remedies.
5. Former Member of the National Committee for Negotiations within the WTO framework.

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