

HATEM N. AKIL, PhD

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GLOBAL ENGAGEMENT LEADER | UNIVERSITY PARTNERSHIPS

Program Management | Global Higher Education | Cross-Functional Team Leadership

Influential business leader with deep expertise in driving revenue growth and establishing trust-based multinational partnerships across the higher education sector, with multimillion-dollar budget oversight. Leverage 20+ years of experience in business development, sales, and strategic partnerships to create opportunities for global learning, research, and engagement by developing innovative programs from scratch, develop/overhaul processes, and direct high-performance teams to consistently outperform goals and objectives. An executive decision-maker, published author, researcher, college administrator, and educator who champions purpose-driven leadership and human-centered strategies to achieve transformational change.

- Experienced in Principles of Accreditation
- Business Operations & Sales Leadership
- Program Development & Management
- Process Development / Process Improvement
- Global Communications Strategy
- Strategic Planning & Execution
- Research and Foundation Relations
- Recruiting, Staffing, & Team Building
- Cross-Functional Business Partnerships
- External Funding and Grant Writing
- Financial & Budget Management
- Cross-Cultural Communications

CAREER HIGHLIGHTS

ASCEND HIGHER EDUCATION | ORLANDO, FL

07/2019 – Present

Builds independent international programs to bring American higher education opportunities to students all over the world.

Vice President, University Partnerships

Serve as the first leader to establish academic partnerships between U.S. and international universities. Propose creative ideas, design comprehensive business plans, and develop go-to-market strategies to increase international student enrollment revenue. Leverage tri-partite partnership opportunities to build cross-border locations for U.S. universities. Create and manage multimillion-dollar budgets.

- **Secured agreements with 23 K-12 schools and 6 universities in under 18 months** to deliver face-to-face and online programs for 1K+ students. Maximized efficiencies by streamlining client acquisition and operational procedures.
- **Recognized for creating 4X partnerships** than outlined in the original plan.
- **Designed a 2+2 pathway to U.S. education, within 1 year**, for underserved students in Turkey and across the MENA region.
 - **Built partnerships with 10+ universities**, proactively operating beyond corporate objectives. Tapped to serve as campus president for Broward Center of Turkey (Broward College of Florida).
 - **Identified and secured physical campus facilities** and hired staff. Recruited students at 120 high schools and drove collaboration with regulatory authorities. Implemented all campus operations under budget and ahead of deadline.
 - **Led the recruiting, hiring, and training initiatives to oversee 40 employees** encompassing logistics/event management, marketing, faculty, and enrollment teams. Facilitated seminars for up to 100 attendees per event.
 - **Reduced OPEX by 70%**, by executing in-depth operational analysis and strategic institutional partnerships. Adopted a purpose-driven collegiate administration and introduced a holistic student-centered advising plan
- **Established multiple key partnerships** with Broward College, IZU University in Istanbul, the University of Alabama - Birmingham, University of South Florida, and ADUC (Dubai, UAE), promoting international student programs. Built teams to drive marketing programs, seminars, and student recruitment and successfully executed programs.
- **Instrumental in raising substantial funding dollars** to design the university partnership program from scratch, creating pitch decks and meeting with multiple investors.

SEMINOLE STATE COLLEGE | SANFORD, FL

07/2016 – 07/2019

Public college with 4 campuses across Central Florida.

Director, Quality Enhancement Plan

Accountable for ensuring the college's regulatory and accreditation compliance by collaborating across functions with regional accreditors to manage the QEP program across all departments.

- **Reimagined the college's four reading centers as vibrant cultural centers**, enhancing academic performance, by transforming the QEP department through an innovative student-centered approach
 - **Led program to become the cultural center of the entire county**, appealing to both students and the local community, complete with international speakers, art exhibitions, concerts, and film festivals.
- **Increased student retention and completion rates by 3.2%** across the college's 50K students, leveraging a \$1M NEH grant to promote innovative instructional pedagogies, leading professional development programs, and growing stakeholder support.
- **Authored the QEP 5-year Impact Report**, a central component of the college's accreditation requirements.

MEDIA ORIENTALIS | ORLANDO, FL

01/2010 – 08/2015

*Telecommunications wholesale carrier focused on building VoIP networks across 21 countries.***Executive Director**

Founder of an international telecommunications network carrier to solve call termination issues for major telecoms. Developed partnerships with telecom companies / government entities, negotiating service contracts and bilateral termination agreements.

- **Built business from scratch, growing it to \$20M revenue with up to 50 global employees.**
- **Developed an agile distributed architecture global VOIP network in 21 countries** with sales offices in 6 countries.
- **Secured sovereign contract with governments of Syria, Nigeria, Sri Lanka, and Palestinian Authority, serving as only 1 of 2 companies to service Syria.** Collaborated with telecom companies and government officials, relocating to Syria for 4 months.
- **Generated hundreds of millions of monthly traffic minutes, reducing carrier costs, and expanding consumer options** by negotiating partnership agreements with small operators, international governments, and major global telecoms (Deutsche Telekom, Belgacom, and TeleDanmark).

EARLIER PROFESSIONAL EXPERIENCE**Chief Executive Officer** | OMNIAT International Telecom, Orlando, FL

Led the vision and go-to-market strategy to provide international calling services to North American migrant communities. Secured 50K+ new subscribers with the highest customer retention rate of any US carrier. Gained market control in under 2 years, overseeing 300 employees in 3 countries and delivering service in 6 languages. Managed the regulatory relationship with the FCC.

President | NetOne International, Winter Park, FL

Partnered with AT&T to create opportunities for underserved communities in the U.S. Secured 200K+ subscribers generating \$200M+ in ARR with a call center of 2K agents. Minimized employee churn and reduced customer acquisition cost by 28%. Generated \$10M+ in annual contributions to community non-profits. Invented prepaid direct dial and was featured at Prepaid Expo. Served as a system and process architect for a proprietary distributed billing/customer service application in Pro-IV, which saved the company \$1.6M+.

Founder & CEO | Telemanagement Advantage Corporation, Los Angeles, CA

Designed and implemented an industry-leading product, Facilities Management Plan (FMP), that enabled hotels and hospitals to operate as mini-telcos, resolving telephony problems for the hospitality industry and generating new revenue centers. Secured a \$20M strategic partnership agreement with Pacific Bell, establishing the largest CLEC footprint in the Western U.S. Captured 25% market share in California and Nevada in under 3 years.

COMMITTEE & BOARD EXPERIENCE

Executive Committee, Division of Continuing Education, Modern Language Association (2022–Present)

Advisory Board, ADUC University, Dubai, UAE (2020–Present)

Advisory Board, Southern Technical College, Orlando, FL (2020–Present)

Executive Director, Barada Institute, Gaziantep, Turkey (2016–Present)

Board of Trustees, Mount Dora Center for the Arts, Mount Dora, FL (2018–2019)

Division Executive Committee (Chair, 2017), Modern Language Association (2014–2019)

Creative Director, Baraka World Foundation, Orlando, FL (2007–2013)

EDUCATION & PROFESSIONAL DEVELOPMENT

Digital Course Design Certification and **Universal Course Design Certification** | Seminole State College, Sanford FL

Equity Minded Practices Certification and **Inclusion & Diversity Certification** | Valencia College, Orlando, FL

Doctor of Philosophy in Texts and Technology | University of Central Florida, Orlando, FL

Master of Fine Arts | University of California Los Angeles, Los Angeles, CA

Master of Arts | Damascus University, Damascus, Syria

Bachelor of Fine Arts | Academy of Dramatic Arts, Damascus, Syria

Bachelor of Arts | Damascus University, Damascus, Syria

LANGUAGES

English and Arabic (native) | French and Spanish (research) | German and Turkish (beginner).