

ADEL GHALEB

Senior Enterprise Sales Leader | Geospatial · EO · Satellite
· Location Intelligence

amghaleb@gmail.com · linkedin.com/in/adelghalib · Based in Turkey,
Open to Europe & Canada

25 Years · B2G & Enterprise · MENA

25

Years in Sector

4

Technology Domains

6+

Countries of B2G Sales

C-Level

Gov. Relationships

WHO I AM

I am a senior commercial sales executive with 25 years of experience bringing geospatial, earth observation, satellite communications, and location intelligence technologies to market across government and enterprise clients. My career spans the full evolution of the geospatial industry — from early satellite communications and weather data systems, through the rise of high-resolution EO imagery, GIS platforms and Google Geo products, to HD mapping for autonomous mobility, and real-time AI-powered satellite analytics.

I have consistently operated at the intersection of complex technology and high-stakes procurement — navigating multi-year government tender cycles, C-level institutional relationships, and sovereign client requirements across the Middle East and North Africa. I am now targeting Director-level enterprise sales leadership in Europe or Canada, where my depth of domain knowledge and government commercial experience can be applied to scale-phase organisations entering or expanding in markets requiring specialised EO and location intelligence expertise.

TECHNOLOGY DOMAIN COVERAGE



Earth Observation



Satellite Comms



Location
Intelligence



GIS & Geospatial

Optical · Multispectral · Thermal · SAR · HD Maps · Google Geo · Real-time AI Analytics

THREE PROOF POINTS

RTA Autonomous Vehicle MoU

Signed publicly announced MoU with Dubai's Roads & Transport Authority to execute a self-driving vehicle testbed using HERE HD Maps — contributing to UAE's national autonomous mobility regulatory framework.

+22,000 km² DTM/DSM Delivery

Led geospatial consultancy delivering Digital Terrain and Surface Models across 22,000 square kilometres in the UAE — a large-scale precision mapping programme for a sovereign government client.

North African government Border Monitoring Solution

Most recent consultancy engagement: designed and proposed a geospatial border monitoring solution for sovereign government — combining EO, satellite communications and GIS to address national security and territorial surveillance requirements.

WHAT I BRING TO A SCALE-PHASE ORGANISATION

- Proven ability to open and close multi-year government framework agreements with defence agencies, municipal authorities and sovereign infrastructure programmes across MENA
- Technical fluency across the full EO stack — enabling credible client conversations from data acquisition through to analytics delivery, without relying on pre-sales support for first engagements
- C-level government relationship capital built over 25 years — with named, verifiable outcomes including publicly announced institutional agreements
- Google-trained commercial methodology combined with deep sector expertise — a rare combination of sales rigour and domain credibility
- Competed and won against the major EO primes — Airbus, Planet, BlackSky — in demanding procurement environments with long decision cycles and multiple stakeholders
- Arabic and English fluency — enabling direct, unmediated engagement with government decision-makers across the Arab world without translation or cultural intermediaries

EMPLOYER TRACK RECORD

2022 – 2024	BlackSky Regional Sales Manager — MENA	<i>Real-time EO · AI Analytics</i>
2016 – 2021	HERE Technologies Sr. Account Manager — Enterprise MENA	<i>HD Maps · Autonomous Mobility</i>
2006 – 2016	Space Imaging Middle East Sales Manager → Sr. Account Manager	<i>EO · GIS · Google Geo Reseller</i>
2001 – 2005	Umra Computer & Networking Office Manager	<i>Satellite Comms · Weather Satellite</i>

Open to Director-level Enterprise Sales roles in Europe and Canada · Visa sponsorship required · Available immediately