Dr. Abdul Rahman Hafiz Abdul Ghani

Senior Business Development Manager (Product & Prototype Development Unit, Business Development Center) • **General Manager** (Core Technology Center) • **Chief Researcher** (主任研究者; Project Lead, NEDO DTSU)
Kyoto, Japan • abdu307@gmail.com • +81 70-3814-1135 • linkedin.com/in/abdulghani-abdulrahman • e-Rad Researcher No.: 61034872

Professional Summary

AI & computer vision leader bridging Japan ⇄ GCC (UAE), with experience spanning research (Matsuo Lab / University of Tokyo), applied R&D and productization (ExaWizards), entrepreneurship and government delivery (Wamda AI), and senior business leadership in Japan (AWL).
I specialize in taking vision systems from research to real deployments—edge AI, multi-camera multi-person tracking, and identity/security pipelines—while building trust-based partnerships across industry, government, and academia. I'm now focused on business-facing roles that combine:

1) International partnership/sales execution
2) AI education/program scale-up (Asia + MENA)
3) "AI for society" consulting collaborations

Selected Highlights

- **Japan (current):** Senior business development leadership at **AWL** (Senior BD Manager / General Manager) and **Chief Researcher (**主任研究者**; Project Lead, NEDO DTSU)** on NEDO-aligned initiatives; driving productization and customer-facing PoCs.
- **International partnership execution:** Originated/managed stakeholder-driven collaborations in environments where trust and continuity determine outcomes (Japan ⇄ GCC).
- **Education scale-up (Asia + MENA):** Able to promote and operationalize AI education initiatives internationally through partner onboarding and local coordination.
- **UAE / GCC:** Founder/CEO experience delivering government-grade AI systems, including a **Face ID** deployment and regional recognition (**Future100**).
- **Research foundation: Matsuo Lab (UTokyo)** experience in deep learning + vision; peer-reviewed publications including **ICLR** and **CHI**.
- **Bridge role:** Proven ability to originate and manage Japan ⇄ GCC collaborations (government/enterprise), and support university connections (e.g., internships and ecosystem programs).

Business Verticals (Target Role Fit)

- **AI Education (Asia + MENA):** Scale programs via partner universities/agencies, localization, outreach, and execution discipline.
- **International Projects (Consulting):** Bring GCC-originated opportunities to a Japan-based AI organization as structured consulting/joint projects; manage pipeline (lead → scope → delivery).

Experience

AWL, Inc. (Japan) — Senior Business Development Manager / General

Manager **2025 – Present** — Sapporo / Tokyo / Kyoto (Japan)

URL: https://awl.co.jp

- Promoted in **January 2026** to: **Senior Business Development Manager** (Product & Prototype Development Unit, Business Development Center) and **General Manager** (Core Technology Center).
- Lead innovation initiatives and strategic business development for edge-AI solutions in retail and infrastructure.
- Drive development and go-to-market support for multi-camera, multi-person tracking (MCT) and next-generation edge AI systems.
- Coordinate cross-functional engineering teams (Japan & Vietnam) across requirements, evaluation metrics, and product roadmaps.
- **NEDO:** Act as a responsible manager and **Chief Researcher (**主任研究者**; Project Lead, NEDO DTSU)** for NEDO-related projects and documentation workflows.
- Originated and advanced Japan ⇄ UAE engagement to **MoU-level collaboration** progressing toward joint project exploration.
- Supported university pipelines (MBZUAI / Khalifa University) by enabling internships in Japan and strengthening ecosystem ties.
- Built and maintained GCC-facing networks through local institutions and ecosystem partners (e.g., **JETRO UAE**).

Wamda AI (UAE) — Founder & CEO

2019 – 2025 — Abu Dhabi / Dubai (UAE)

URL: https://wamda.ai

- Founded and led a computer vision company focused on attention-inspired “Sharp Vision” and large-scale identity/tracking systems.
- Secured **USD 0.5M** funding; filed international patents; built partnerships and delivered government-facing deployments.
- Led the launch of **Face_ID**, a government-deployed system; achieved **USD 0.4M** revenue in 2024 (consulting + deployment).
- Selected among the UAE’s top 100 future-focused SMEs by **Future100.ae** (2024).

ExaWizards, Inc. (Japan) — Lead AI Engineer

2018 – 2023 — Tokyo (Japan)

URL: https://exawizards.com

- Developed and deployed computer vision PoCs and product-grade solutions, often on edge devices, bridging client needs → data → deployment.
- Contributed to projects across education, healthcare, and security.
- Example references (public):
  - NVIDIA developer story (prototype → product): https://blogs.nvidia.co.jp/blog/exawizards-milcube/
  - Product: https://tlnk.jp/#feature-for-parent
  - Multi-person, multi-camera tracking with Face ID: https://www.youtube.com/watch?v=ZRvDblN_ZvE
  - Medical AI collaboration: https://exawizards.com/en/archives/24283/

The University of Tokyo (Japan) — Project Researcher (Matsuo Lab)

2016 – 2017 — Tokyo (Japan)

URL: https://www.u-tokyo.ac.jp

- Worked on deep learning and visual recognition R&D in industry–academia joint projects; contributed to publications and student mentoring.

Universal Robot Co. (Japan) — R&D Engineer

2017 – 2018 — Tokyo (Japan)

URL: http://www.normee.co.jp/index.html

- Developed mobile/edge recognition systems; improved spoof detection and biometric ID pipelines using deep learning.

University of Fukui (Japan) — Postdoctoral Research Associate

2014 — Fukui (Japan)

URL: https://www.u-fukui.ac.jp

- Built software for spatio-temporal visualization/analysis of calcium-imaging neural activity; prepared results for publication.

Early Career (UAE)

2006 – 2008 — Project/Client roles in government-facing services and industrial zone business development.

Education

University of Fukui (Japan)

- **PhD (Engineering), System Design Engineering** — 2014 (MEXT scholarship)
  Thesis: “Bio-Inspired Active Robot Vision Toward Understanding of the Brain Mechanism”

- **MEng, Human and Artificial Intelligence Systems** — 2011 (MEXT scholarship)
  Thesis: “Bio-Inspired Methods Toward General-Purpose Robot Vision & the Advanced Robot Platform”

Ittihad University (UAE)

- **BSc, Computer Engineering** — 2006 (GPA 3.47/4; UAE government scholarship)

Publications (Peer-reviewed)

[1] Nishanth Koganti, **Abdul Rahman Abdul Ghani**, Yusuke Iwasawa, Kotaro Nakayama, Yutaka Matsuo (2018): Virtual Reality as a User-friendly Interface for Learning from Demonstrations. Demonstrations Track, Conference on Human Factors in Computing Systems (**CHI 2018**). Montreal, Canada, Apr 21–26, 2018.

[2] **Abdul Rahman Abdul Ghani**, Nishanth Koganti, Alfredo Solano, Yusuke Iwasawa, Kotaro Nakayama, Yutaka Matsuo (2018): Designing Efficient Neural Attention Systems Towards Achieving Human-level Sharp Vision, (**ICLR 2018**), OpenReview: https://openreview.net/forum?id=rJxqQY0LM (U.S. Provisional Pat. Ser. No. 62674794, filed 22-MAY-2018).

[3] **Abdul Rahman Abdul Ghani**, K. Nishanth, Ai Nakajima, N. Kimura, P. Radkohl, S. Iwai, Y. Kawazoe, Y. Iwasawa, K. Nakayama, Y. Matsuo (2018): An analysis of human gaze data for autonomous medical image diagnostics, The 28th Annual Conference of the Japanese Neural Network Society (**JNNS 2018**), Workshop.

[4] **Abdul Rahman Hafiz** and Hasan Al-Marzouqi (2016): Efficient Neural Network Training Using Curvelet Features, IEEE **IVMSP 2016** Workshop, Bordeaux, France.

[5] **Abdul Rahman Hafiz**, Al-Nuaimi Ahmed Yarub, Md Faijul Amin, Kazuyuki Murase (2014): Classification of Skeletal Wireframe Representation of Hand Gesture using Complex-Valued Neural Network, **Neural Processing Letters**.

[6] **Abdul Rahman Abdul Ghani** and Kazuyuki Murase (2014): A Cortex-inspired Episodic Memory Toward Interactive 3D Robotic Vision, IEEE **SSCI 2014 (CIHLI)**, Orlando, Florida, USA (Nominated for best paper award).

[7] **Abdul Rahman Hafiz**, Kazuyuki Murase (2013): Semantic Spatiotemporal Memory Toward 3D Robotic Vision, **RVSP 2013**, Kitakyushu, Japan.

[8] Fady Alnajjar, Indra M. Zin, **Abdul Rahman Hafiz**, Kazuyuki Murase (2013): A Tree-Type Memory Formation by Sensorimotor Feedback: A Possible Approach to the Development of Robotic Cognition, **Intelligent Control and Automation (ICA)**, Vol. 4.

[9] **Abdul Rahman Abdul Ghani**, Md Faijul Amin, Kazuyuki Murase (2012): Using Complex-Valued Levenberg-Marquardt for Learning and Recognizing Various Hand Gestures, IEEE **IJCNN 2012**, Brisbane, Australia.

[10] **Abdul Rahman Abdul Ghani**, Md Faijul Amin, Kazuyuki Murase (2011): Real-Time Hand Gesture Recognition Using Complex-Valued Neural Network, **ICONIP 2011**, Shanghai, China.

[11] **Abdul Rahman Hafiz**, Fady Alnajjar, Kazuyuki Murase (2011): A novel bio-inspired vision system: A step toward real-time human-robot interactions, **Journal of Robotics**, Hindawi.

[12] **Abdul Rahman Abdul Ghani**, Kazuyuki Murase (2011): iRov: A Robot Platform for Active Vision Research and Education, **AMiRE 2011** (Springer).

[13] **Abdul Rahman Hafiz**, Md. Faijul Amin, Hiroyuki Hase, Kazuyuki Murase (2010): Real-Time Hand Gesture Recognition Using Hand-Tree Representation, **iFAN 2010**, Tokyo, Japan.

[14] **Abdul Rahman Hafiz**, Fady Alnajjar, Kazuyuki Murase (2010): A Bio-Inspired Dynamic Edge Detection Toward Natural Human-Robot Interaction, **iFAN 2010**, Tokyo, Japan.

[15] Fady Alnajjar, **Abdul Rahman Hafiz**, Kazuyuki Murase (2010): HCBPM: An Idea toward a Social Learning Environment for Humanoid, **WAC 2010 (ISORA2010)**, Kobe, Japan.

[16] **Abdul Rahman Hafiz**, Fady Alnajjar, Kazuyuki Murase (2010): A Novel Dynamic Edge Detection Inspired from Mammalian Retina toward Better Robot Vision, **WAC 2010 (ISORA2010)**, Kobe, Japan.

[17] Fady Alnajjar, **Abdul Rahman Hafiz**, Kazuyuki Murase (2010): HCBPM: An Idea toward a Social Learning Environment for Humanoid Robot, **Journal of Robotics**, Hindawi.

[18] **Abdul Rahman Hafiz**, Fady Alnajjar, Kazuyuki Murase (2009): A New Dynamic Edge Detection Toward Better Human-Robot Interaction, **FIRA'09**, Inchon, Korea (Springer).

[19] Fady Alnajjar, **Abdul Rahman Hafiz**, Indra Bin Mohd. Zin, Kazuyuki Murase (2009): Vision-Motor Abstraction toward Robot Cognition, **ICONIP 2009**, Bangkok, Thailand (Springer).

[20] Fady Alnajjar, **Abdul Rahman Hafiz**, Kazuyuki Murase (2009): A Novel Hierarchical Constructive BackPropagation with Memory for Teaching a Robot the Names of Things, **ICONIP 2009**, Bangkok, Thailand (Winner of travel grant; top 15%).

[21] Fady Alnajjar, **Abdul Rahman Hafiz**, Indra Bin Mohammad Zin, K. Murase (2008): Vision-sensorimotor Abstraction and Imagination Towards Exploring Robot's Inner World, **IJCNN 2008**.

Patents

- **Active Vision System for Achieving Sharp Vision** (UAE) — Patent No. **P6002246/2022**
- **Intelligent Vision System and Methods** (International) — Patent No. **AE WO2020075147** (Issued Oct 20, 2019)
- **Video Location Tags** — Patent No. **P2021-168040A** (Issued Oct 21, 2021)
- **Human Tracking Optimization (1)** — Patent No. **P21003JP00**
- **Human Tracking Optimization (2)** — Patent No. **1022JP001022JP00**
- **Best-shot Extraction Pipeline** — Patent No. **P20036JP01**

Presentations & Exhibitions (Last 5 Years)

- **Mar 2025** — SusHi Tech Tokyo 2025 (Tokyo, Japan): Startup & innovation showcase with UAE delegation

- **Oct 2024** — GITEX Global 2024 (Dubai, UAE): Large-scale Face ID and edge AI systems for government applications
- **Jan 2024** — Intersec 2024 (Dubai, UAE): AI-based video analytics and face recognition for security and public safety
- **Oct 2023** — GITEX Global 2023 (Dubai, UAE): Large-scale face identification on edge devices for government applications
- **May 2023** — Expand North Star Roadshow – Japan Edition (AWS Startup Loft Tokyo, Japan): UAE–Japan startup ecosystem & market expansion
- **Feb 2023** — IDEX 2023 (Abu Dhabi, UAE): Wide-area surveillance and active vision AI system
- **Oct 2022** — GITEX Global 2022 (Dubai, UAE): Bio-inspired active vision camera system (Sharp Vision)

Media & Outreach

- **Abu Dhabi TV (UAE)** — National TV interview on AI adoption and real-world deployment (official post): https://www.instagram.com/tv/ClgLrVmKOPd/?utm_source=ig_embed&utm_campaign=loading
- **English subtitles** (YouTube): https://youtu.be/j7evC8ZqqxY?si=YVRkLyMnWzzqs8AS

Skills

Programming: Python, C/C++, Java, Objective-C

Frameworks/Tools: TensorFlow, OpenCV, MATLAB, Unity, iOS/Android, Arduino

Domains: computer vision, edge AI, tracking, Face ID, attention/active vision, productization, partnerships

Languages

- Arabic (native)
- English (excellent)
- Japanese (good)

Awards & Scholarships

- 2011–2014 — MEXT PhD Scholarship (Japan)
- 2009–2011 — MEXT Master's Scholarship (Japan)
- 2004 — MEXT Exchange Student Scholarship (Japan)
- 2001–2006 — UAE Government scholarship (Hilal Al Ahmar; full tuition)

Activities

- 2010–2014 — Secretary, University of Fukui International Student Association (UFISA)

References

Available upon request.