

Speaker Profile

Ghada Kabesh

Strategist and Independent Advisor, Financial Inclusion, Market Systems and Enterprise Development
Co-Founder & Global Technical Director, Business Development Institute · Cairo

Short Bio for Programmes

Ghada Kabesh is a Cairo-based strategist and independent advisor in financial inclusion, market systems and enterprise development, and Co-Founder & Global Technical Director of the Business Development Institute. In twenty-five years Kabesh has worked from four chairs: leading national MSME services portfolios on USAID programmes in Egypt with the Central Bank of Egypt, advising microfinance institutions and enterprise-support organizations across MENA, coordinating a bilateral donor fund since 2012, and building an institute of her own. Across her career she has trained more than 12,000 practitioners in 18 countries. She speaks in Arabic and English on what makes finance and enterprise support work for the people markets leave out, and what keeps it working after the project ends.

25+	12,000+	35+	500+
Years in MSME finance and enterprise support	Practitioners trained in 18 countries	BDS and enterprise support organizations designed or advised	Civil society organisations assessed from the funder's chair

Signature Talks

01 **Why BDS Fails When Donors Set the Price**
What happens to enterprise support when the project that priced it ends, and how units can be designed to charge, earn and stay open.

02 **Both Sides of the Table**
Fourteen years of scoring proposals for a bilateral donor: what makes a proposal fundable rather than fundable-sounding.

03 **Ecosystem Maps That Funders Can Act On**
What separates a map that becomes an investment decision from one that becomes a slide.

04 **Women's Economic Empowerment Models That Reach Vulnerable Groups**
Economic pathways designed around all the barriers women face, not only finance.

05 **AI in Professional Education for Emerging Markets**
Where AI adds to practitioner learning, and where it does not.

06 **From Advisor to Founder**
What changed after two decades of advising institutions, once the governance decisions were her own to live with.

Introduction for Hosts (30 Seconds)

Ghada Kabesh has sat on every side of the development table. She has run national enterprise programmes, advised the institutions that deliver them, scored proposals as a donor fund coordinator and built an institute of her own. Today she brings all four chairs to this stage.

Stages and Roles

- **Upcoming:** Speaker, Techne Summit 2026, Alexandria, 3–5 October (Middle East Innovation Week)
- Panel moderator, MENA Housing Forums
- Host of national stakeholder and programme events under USAID programmes in Egypt

Formats and Languages

Formats	Keynote, panel, panel moderation, masterclass, webinar, workshop facilitation
Languages	Arabic and English; German fluent; French working
Audiences	Donors and DFIs, financial institutions, companies and CSR teams, NGOs, founders and business development professionals

Invitations and Enquiries
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