

Younes Nader

Founder | Commercial and Financial Analyst | Independent Researcher

MEDIA KIT

BIO

Younes Nader is an 18 year old entrepreneur, commercial strategist, and independent business analyst based in Sharjah, UAE. He founded Dumat, a pre-seed smart parking infrastructure venture for the UAE and GCC, and produces first-principles market-entry and operational analyses. He is completing a solo-authored systematic literature review on AI-augmented entrepreneurial cognition, conducted under academic supervision and targeted for professional peer review.

RESEARCH FOCUS

Nader's current research examines how AI decision-support systems change entrepreneurial cognition, specifically risk perception, opportunity recognition, and resource allocation, across the ideation, launch, and scaling stages of a venture. The work is a solo-authored systematic literature review following PRISMA 2020 methodology, screening 337 candidate records down to a final corpus of 32 studies. It proposes an original synthesis framework, presented in the submitted manuscript as AICE and referred to publicly as RECAST to avoid collision with an unrelated Microsoft Research initiative of the same acronym. The manuscript is under submission to two peer-reviewed journals.

NAMED FRAMEWORKS

RECAST (presented in the submitted manuscript as AICE).

A staged model of how AI decision-support systems reshape an entrepreneur's own reasoning, augmenting judgment in some conditions and distorting it in others, across the ideation, launch, and scaling stages of a venture.

The EBITDA Trace.

A five-level KPI tree that traces a single operational metric, such as a utilization gap or a delay, upward through capacity, labor cost, and margin until it resolves into a dollar EBITDA figure.

The Structured-Analyst Method.

A repeatable procedure for using AI to produce a board-level operational and financial diagnosis on a business with no insider access, built on a hypothesis register, an assumptions register, and a reconciliation log.

The Zero-Proprietary Entry Brief.

A staged methodology for producing an investment-grade market-entry recommendation from public sources only, where disclosing what the public data cannot resolve is itself the credibility mechanism.

The Zero-CapEx B2G Structure.

A go-to-market structure for civic technology in which the private operator owns the hardware and software while the government or property partner contributes no upfront capital.

The Chaos-to-Rights Matrix.

A repair method that quantifies operational dispersion across comparable units, then assigns every resulting decision type an explicit owner, escalation trigger, and response time.

The Strategic Recovery Architecture.

A self-commissioned, multi-channel audit that classifies every initiative from a completed engagement into a fixed set of execution states and converts recurring failure patterns into a prioritized recovery matrix.

The Compound Credibility Model.

A positioning method in which an operator builds a venture, produces independent analysis, and conducts research at the same time, so each role provides evidentiary support the other two lack.

TOPICS FOR COMMENT

- AI-augmented decision making for early-stage founders
- Market-entry analysis built entirely from public sources
- Operational diagnostics and translating operational metrics into EBITDA impact
- Civic technology and smart-city go-to-market models
- Using AI as a structured analytical tool rather than a shortcut
- Automation bias and trust calibration in founder decision making

SELECTED WORK

- **Dumat.** Pre-seed smart parking infrastructure venture for the UAE and GCC, founded and led as CEO.
- **Aureon Field Services.** AI-structured operational and financial case study of a simulated 48 million dollar, 14-location business, including a 180-page analysis and two application specifications.
- **Costco UAE Market-Entry Brief.** Institutional-style market-entry assessment built from public sources, including bottom-up market sizing and regulatory analysis.
- **AI-Augmented Entrepreneurial Cognition.** Solo-authored systematic literature review of 32 studies, expected July 2026, conducted under academic supervision.
- **ME ESG Clean Energy Analytics Dashboard.** Full-stack ESG data platform tracking 199.2 billion dollars in clean energy investment across 8 Middle East countries.
- **Strategic Recovery Architecture, Global EEE / UAE EVGP.** Unsolicited 6-chapter forensic audit of a 90-day operational engagement.

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