



Management Consultant, & Business Developer.

From 93 in the private sector by job hierarchies to the executive director and board member, from 98 in training, business development and AIS automated systems support and then ERP resource planning, from 2004 in business consulting, from 2011 in consulting NGOs, from 2012 in quality systems and Strategies, Governance and Studies, from 2006 in coaching and entrepreneurship, and 89 in writing and blogging.

من 93 في القطاع الخاص بالتدرجات الوظيفية وصولا الى مدير تنفيذي وعضو مجلس إدارة ، من 98 في التدريب وتطوير الاعمال ودعم الأنظمة الآلية AIS و من ثم تخطيط الموارد ERP، من 2004 في استشارات الاعمال ، من 2011 في استشارات منظمات NGOs، من 2012 في أنظمة الجودة و الاستراتيجيات والحوكمة والدراسات ، من 2006 في الكوتشنج و ريادة الأعمال، ومن 89 في الكتابة والتدوين.



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My Vision

Effective leadership to build positive change.

قيادة فاعلة مبتكرة لبناء التغيير الايجابي.

My Slogan

Our differences, it is an opinion we accept, not a right that we follow.

اختلافنا رأي نقبله لا حق نتبناه.

My Mission

I work on your assistance to re-engineer business and improve performance through strategic thinking in search of gaps and addressing them, through consulting, training, mentoring and authoring.

اعمل على مساعدتكم لإعادة هندسة الاعمال وتحسين الاداء من خلال التفكير الاستراتيجي بحثا عن الثغرات ومعالجتها، عبر الاستشارة والتدريب والارشاد والتأليف.

My Interests

- Economics and Politics سياسة واقتصاد
- History and religion التاريخ والدين
- Outlook and the future الأفاق والمستقبل
- Learning and development. التعلم والتطوير
- Cinema and music. السينما والموسيقى
- Media and publishing. الاعلام والنشر
- Technology and artificial intelligence التكنولوجيا
- Travel and tourism السفر والسياحة



Education:

1993	High School - Sanaa School
1996	Diploma in Computer Science .
1998	Bachelor of Business Administration - Sana'a University.
2007	Master's degree in Human Development- John Hever Academy.
2011	PhD in Business Administration - John Hever Academy

Training:

My passion for continuous learning never ceased. An annual budget has been allocated for learning starting from 2006. At least there are several general courses a year and one to two specialized sessions each year, the most prominent of which are:

لم يتوقف شغفي لمواصلة التعلم. خصصت ميزانية سنوية للتعلم بدءاً من عام 2006. على الاقل هناك عدة دورات عامة في السنة ودورة الى دورتين متخصصة في كل عام، ابرز تلك الدورات:

Dec.2006	NLP-2006 Diploma	Cairo - Dr. Ibrahim al-Fiqi Org
2008	PCT-08136 - Expert trainer	Amman- CGC http://training.cglobalc.com/
Nov-2009	Business Edge Trainer	Sana'a (IFC) International Finance Corporation
Dec-2011	Training Needs Analyst TNA	Cairo - Sharq Academy for the applied of science +CIT
Feb.2012	CRTP -Curriculum Designer	Amman- CGC
Feb.2012	Training Specialist and Consultant Development IMAS	http://training.cglobalc.com/
Oct.2012	Business Advisory Professional certificate program for SMEs - ,	American University in Cairo
Oct.2012	Training Enhancing Consultation Coaches - SMEs	Amman- CGC http://training.cglobalc.com/
Oct.2013	Training Enhancing Consultation Coaches - SMEs	
Dec.2013	Business Coach	Mowgli Foundation + SMEPS (Sana'a)
Jan.2014	Analysis of value chain and program design	Sana'a – INN.VIOSION + SMEPS
April.2014	International Arbitration program in trade and investment	Cairo - Ain Shams University Commercial Arbitration Center

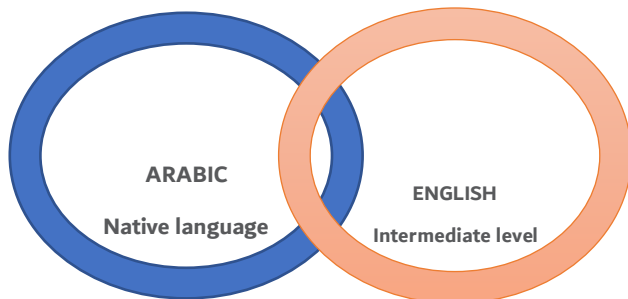


My Objectives

- Developing my knowledge capacity, continuous improvement in skill, and developing path of experience.
 - Supporting the development of the business, and the organizations, and empowering their personnel with their knowledge and skill requirements.
 - Supporting the strategic direction for business development and economic development, by possible means, in every location or task that it undertakes .
 - Reaching leadership levels in authority and decision-makers to enable me to have a positive impact in making strategic decisions.
- تطوير قدرتي المعرفية والتحسين المستمر في المهارة وتنمية مسار الخبرة .
 - دعم تنمية مؤسسات الاعمال والمؤسسات التنموية وتمكين افرادها بمتطلباتها المعرفية والمهارة.
 - دعم التوجه الاستراتيجي لتنمية الاعمال وتنمية الاقتصاد بالوسائل الممكنة في كل موقع او مهمة انفذها.
 - الوصول إلى المستويات قيادية في السلطة ومنتخذي القرار لأتمكن من أحدث تأثير إيجابي في صناعة القرارات الاستراتيجية.

Training:

March.2015	Quality Auditor ISO Certified Quality Consultant ISO	Cairo – Altaqnea Consulting and Quality systems, & AIPS
Oct.2015	Certified Coach and designer for training packages in ISID (ISIP12049), CGC	Amman- CGC http://training.cglobalc.com/
Jan.2016	Professional Project Management (PMP)	Cairo - Becam Academy
March.2016	Exercises sound and writing skills scenario	Sana'a - Arab Forum for Arts
Aug.2016	Business continuity management (BCM)	Cairo – Altaqnea Consulting and Quality systems, & AIPS
2016	Inclusive Business Model (IBM)	Implementation experience (Project with giz)
Oct.2017	Project Management for Development PMD PRO	Project Dpro PM4NGOs https://www.pmdpro.plus/
Jan.2018	Risk Management ISO31000 (RM)	Cairo – Altaqnea Consulting and Quality systems, & AIPS
Oct.2018	Educational Organizations ISO 21001:2018	
Nov.2019	Supply chain	Internet - a business academy https://www.e3melbusiness.com/
Oct.2019	Professional Project Management (PMP) v6	https://www.udemy.com/
June.2020	QMS Lead Auditor	Internet - Cairo – Altaqnea Consulting and Quality systems, & RICA
Oct.2020	SHRPI awareness	Internet - Cairo - Leaders Consulting Center
Oct.2020	Exercising Leadership: Foundational Principles	HarvardX https://courses.edx.org/





My Publications

- برنامج DOT لتقنية المعلومات عرض في قناة عدن عام 2001.
- دليل التسويق طاقة المشاريع 2008
- دليل التسويق الدوائي 2010 - الإسناد
- مجلة نبضات في مدارس أزال الحديثة عام 1997
- رؤية في نهضة أمة نشرتها أخبار اليوم عام 2010.
- أنا والربيع العربي لعام 2012.
- قواعد النهضة 2013.
- مشروع دستور الدولة المدنية الحديثة 2013. مقدمة للحوار الوطني الشامل
- قراءة في تاريخ اليمن والعالم المنشور 2015 (عدن الغد وشمس نيوز)
- نبضات مهاجر - عبادي 2006
- حرب اليمن 2015 (من العاصفة إلى الأمل) بيت الأمة 2016
- الشبكة (قصص قصيرة) بيت الأمة 2016
- المتاهة (شعر) بيت الأمة 2016
- عين على الثورة الجزء الأول 2016
- دليل خطوات لريادة الاعمال - رواد 2018-
- دليل ريادة الأعمال - efe 2019
- دليل استمرارية الأعمال SMEPS - 3 إصدارات - 2017-2019-2020
- دليل الاعمال الناشئة - CARE 2019
- دليل ONX Pro ERP لتخطيط أعمال المنشأة 2020
- مراكز دعم الأعمال في اليمن 2020 - UNDP
- دراسة سلاسل التوريد لمنتجات اللحوم - SMEPS - 2014
- دراسة تقييم NGOs- الشؤون الاجتماعية حضرموت 2018
- التابوت (رواية) 2020
- وآخرى...

My Career

1993	Azal Schools & Ibn Sina	-	Teacher and supervisor
1998	School		
1998	Belfqih For PC	-	Sales Manager
		-	Maintenance Manager
		-	Network and maintenance trainer.
		-	Trainer for financial and administrative systems
		-	Deputy General Manager
2004			
2004	Althabrah technology and trade	-	Executive Director
2011			
2006	Mothabroon Consulting & Training	-	Senior Trainer
		-	Administrative and Financial Consultant
		-	Developer Systems
-2012		-	Curriculum Designer
2008-2015	Digital Computer	-	Director of Branch
2010	Bathwab Entertainment and Sira Investment	-	Administrative Consultant and Business Development
2015	Freelancer (self-employed)	-	Studies and research
Until now	Founder and owner of Teba Arabia Consulting, and the innovator of the digital trade	-	Development of training curricula
		-	Training
		-	Business consulting

The most prominent of whom I worked with:

Abu Ghazali Training and Consulting Group - Yemen Office	"Bin Awad Al-Naqib" (Aden)
SMEPS , GIZ,SDF, efe ,CARE, INTERSOS,UNDP.	"YemenSoft" (Aden -Sana'a)
National Cigarettes Co. Ltd.-Aden.	Abu Khaled for ceramics. (Aden)
"Kamran" (tobacco and sulfur) (Hodeida)	National Dockyard Company (Aden)
"Bathwab" Recreational Services Co., Ltd. (Fun City and Snow cream). (Aden)	Aden Ports Corporation.
"Yementech" Center (Taiz)	"Al Hekma" University Student Union (Taiz)
The United for Insurance (Aden)	"Batouk" for trade (Aden)
"Ben Ma'dan" for trade. (Aden)	"Al Ayam" (Aden)
Computer Center at the University of Aden	"Ben Gariba" and "Makhzoumi" for Contracting (Aden -Sagtrh)
Qurtoba Consulting and Training "Sanaa"	Seeds for Education "Sanaa"

And others



References

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Memberships

- Member of Islamic Literature Society (Jeddah) 2007
- Member of the "Taiba" project (Saleh Foundation for Yemeni Development and Projects for Yemeni Awareness) (Yemen)-2010
- CGC –PCT 2008
- Founding member of the Union of Arab Trainers (Jordan) 2012
- Board Member (Rowad) 2019

The most prominent self-employed career path:

2001	• DOT program (Aden Channel) was presented
2006	• Independent candidate in the local council elections- ADEN
2011	• Presented and participated in the civil initiatives to contribute to the exit from the Yemeni crisis • Member of the Rehabilitation and Legal Aid Center for Human Rights.
2012	• Participating member in the development of the strategic vision of Yemen 2013-2030 with the team of the Ministry of Commerce Sana'a and Yemen Response Program • Director of the Department of Human Development and consultant at the forum of Khormaksar Ahli
2013	• Consultant with Young Leadership Team Project 6 * 3 (UNDP) • A speaker on the hidden economy at TDex, Aden. • Institutional Capacity Building Consultant with Intersos (Aden-Aben)
2014	• Study and development of the supply chain for livestock market (sheep and goats) Abyan, Aden with SMEPS • Teacher (Project Management) University of Science and Technology - Aden - (Information Technology and Systems Division • Member with SMEPS team in designing Dairy value chains. • Speaker and member of the Arbitration Committee (Startup weekend Aden)
2014-2017	• Coach for the Forsa and Initiative program with SMEPS
2015	• Facilitator and supervisor of the program of community-based businesses and inclusive business with UNDP
2017	• Evaluates program 3 BY 6 with MDF 2015 and SDF • Business development, quality and governance systems and feasibility studies (private companies) • Training of Trainers and Consultants Business Continuity Management with SMEPS & GIZ • Facilitator and trainer of the inclusive business model with the GIZ • Leader of the study of community institutions in Hadramout with the Office of the Ministry of Social Affairs
2017-2018	• Leader of the construction and strategic team to develop the vision Hadramout 2040 with Hadramout University and local authority
2018	• Member of the Technical Committee for Emergency Project for the Health Sector in SMEPS • Trainer of Studies and Survey Specialist with ALawn Development • Head of Study and Survey Group with Al-Ahkaf Foundation for Studies
2018-2019	• Member of the Technical Committee for the Evaluation of Continuity Projects for the Injad Project SMEPS
2019	• Strategic building with the ALJEEL group
2019 -2020	• Business Continuity Curriculum Development and Trainer of Trainers for the Brave Women Project- SMEPS • An expert consultant for the business sector, responsible for coordinating the business restoration project to Yemen, and the Yemeni private sector cluster. with SMEPS

