

EXECUTIVE PROFILE

- Strategic and results-driven leader with over 15 years of experience designing and managing large-scale, multi-year infrastructure investment programs across the U.S., Europe, Central Asia, and the Middle East. Proven expertise in executing high-profile strategic initiatives to improve water, energy, transport, and tourism infrastructure under government-funded programs and public-private partnerships.
- Exceptional collaborator with a deep understanding of working with local partner organizations, consistently fostering mutually beneficial relationships with governments, professional associations, businesses, and NGOs. Skilled in overseeing end-to-end bid management processes, including proposal writing, cost volume preparation, strategic partnerships, and market research.
- Proven sales expertise, contributing to over \$1.3 billion in new business opportunities and securing more than \$450 million in awarded contracts. Directed 12 large-scale, multi-year programs, delivering \$530 million in professional advisory services to hundreds of clients, including public/government agencies (e.g., USAID), private businesses, multilateral development banks, and civil society organizations.
- Demonstrates exceptional leadership in managing globally dispersed teams of highly skilled professionals, including engineers, lawyers, and industry experts, to deliver cutting-edge solutions that drive sustainability, growth, and economic development. Adept at balancing competing priorities, managing multiple time-sensitive projects, refining implementation models, and integrating performance monitoring tools to measure program impact.
- Extensive experience living and working in over 20 countries, cultivating strong relationships with senior government officials and industry executives to achieve transformational outcomes on a global scale.

KEY SKILLS

Program Management & Operations | Budget & Financial Oversight | Strategic Planning & Execution | Stakeholder Engagement | Policy Development & Advisory | Compliance & Risk Management | Business Development & Proposal Management | Grant Management | Research, Analysis, and Technical Reporting | Communications and Marketing | Thought Leadership & Knowledge Management | Capacity Development & Training | Public-Private Partnerships | Monitoring, Evaluation & Learning | Change Management | Client Management | Data-Driven Decision-Making

PROFESSIONAL EXPERIENCE

Chemonics International, Washington, D.C. and 20+ International locations (Multiple Positions Held)
Chemonics is a leading international consulting firm that offers management and advisory services to government entities, private businesses, and civil society organizations across 80+ countries.

- Managing Director, Business Optimization (Office of Chief Operating Officer) // 2021-Present
- Sr. Director, Project Management and Business Development (Europe and Eurasia) // 2019-2020
- Director, Project Management and Business Development (Europe & Middle East) // 2016-2019
- Team Leader, Strategic Partnerships (Amman, Jordan) // 2015-2016
- Senior Manager, Business Development and Project Management (Middle East and North Africa) // 2013-2015
- Manager, Business Development and Project Management (Middle East and North Africa) // 2012-2013
- Senior Associate, Business Development & Project Management (Middle East and North Africa) // 2011-2012
- Associate, Business Development & Project Management (Middle East and North Africa) // 2010-2011

EARLY CAREER EXPERIENCE

- Consultant, Aerospace Division Mubadala Development Company, Abu Dhabi, U.A.E. // 2009
- Consultant, Marketing Division Abu Dhabi Shipbuilding Company, Abu Dhabi, U.A.E. // 2007

EDUCATION

- Master of Business Administration, Corporate Finance and Strategy New York University // 2019
- Bachelor of Arts, International Relations Boston University // 2010

COUNTRY WORK EXPERIENCE

Afghanistan, Colombia, Egypt, India, Israel, Jordan, Kyrgyzstan, Lebanon, Philippines, South Africa, Tajikistan, Turkmenistan, Ukraine, Uzbekistan, United Arab Emirates, United States, West Bank & Gaza.

INDUSTRIES SERVED

Aerospace and Defense, Government and Public Services, Intl Government Organizations, Hospitality and Leisure, Business Services, Energy, Utilities, and Resources (EUR), Engineering and Construction, Transportation and Logistics, Technology, Media and Telecommunications (TMT), Sovereign Investment Funds, Private Equity.

SPECIALIZATIONS

Advisory- People and Organization, Data and Analytics Technologies, Corporate Business Strategy, Customs and International Trade, Enterprise IT Architecture, Entity Governance and Compliance, Entrepreneurial and Private Business Global Mobility Services, Global Compliance Services, Sustainability, Regulatory & Risk Compliance, Organization Strategy, Operations Strategy, PPM, Managed Services.

LANGUAGES:

- English (Native)
- Arabic (Basic Proficiency)
- French (Basic Proficiency)

SUSTAINABLE DEVELOPMENT PROGRAMS MANAGED

During my career in sustainable development, I have provided strategic direction in business development, program management, and implementation of Chemonics' global projects the following sectors:

- **Economic Growth and Trade:** This includes activities like enhancing the investment and business enabling environment, promoting foreign and domestic investment, and facilitating trade and export linkages.
- **Water Management:** This sector involves improving drinking water access and promoting public-private partnership management mechanisms.
- **Agribusiness:** This sector focuses on fostering inclusion, competitiveness, job creation, and regional integration of agribusinesses.
- **Tourism Development:** This includes preparing tourism enterprises to capitalize on investment projects, leveraging private sector co-investments, and promoting tourism marketing.
- **Infrastructure:** This sector involves improving water services, restoring municipal services, and enhancing infrastructure for better service delivery.
- **Justice Sector Reform:** This includes improving service delivery in the justice sector by strengthening capacities, case management systems, and increasing citizen engagement.
- **Trade Facilitation:** Focus on supporting technology and infrastructure enhancements at border crossings and other cargo transport initiatives.
- **Health Security:** Includes efforts to strengthen biosecurity and safety, address antimicrobial resistance, and prevent and respond to emerging health threats.
- **Financial Sector:** This includes transforming the financial sector into a sophisticated, well-functioning, competitive market.
- **Energy Sector:** This includes integrating the energy sector with regional energy markets and achieving long-term sustainability of energy security.
- **Cultural Tourism:** This includes capitalizing on private sector participation in the management and conservation of cultural assets.

USAID/Ukraine Competitive Economy Program (CEP)

2018-2021

Supervised a \$42M program with 38 overseas staff aimed at enhancing the investment and business enabling environment in Ukraine and forging effective sub-national partnerships to foster foreign investment. Assistance resulted in the development, introduction, and passage of more than 196 SME related laws and regulations to improve the business environment, \$253.5 million in new investments in assisted industries, 701 firms assisted to expand their export market, and \$8.19 billion in sales of firms receiving project assistance. Successfully launched Ukraine's premiere business incubator in Kyiv that assisted hundreds of start-up businesses in the IT, agribusiness, tourism & hospitality, clothing & apparel, and wood furniture sectors.

USAID/Sustainable Water in Tajikistan (SWIT)

2020-2021

Supervised a \$12.5M program (Start-up) to improve drinking water access and promote PPP management mechanisms while involving civil society. Promotes and incentivizes collaboration among local public and private water sector entities and community-based organizations.

USAID/Kyrgyzstan Time to Read (TTR).

2019-2020

Directed a \$9.9M program with 22 overseas staff working to improve the reading skills of more than 220,000 students across Kyrgyzstan. Assisted more than 200 children's book authors/illustrators to create and distribute over 1.5 million

books to 900 schools and libraries. Trained over 1,000 new teachers on new reading instruction methods. The program engaged over 400 national trainers and 9,000 primary grade teachers, school administrators, and librarians who received training based on new materials. Data from the Early Grade Reading Assessment (EGRA) showed positive trends in student reading abilities, with more than 54% of students meeting the national benchmark for reading proficiency.

USAID/Kyrgyz Agro Trade

2020

Supervised a \$15M program (Start-up) applying market systems best practices and leveraging private sector resources, relationships, and experience in country to foster inclusion, competitiveness, job creation, and regional integration of agribusinesses in the south.

USAID/Afghanistan Trade and Revenue (ATAR) Program

2016-2018

Oversaw a \$77M program with more than 100 overseas staff in Afghanistan, Kyrgyzstan, Uzbekistan, and Tajikistan.

- Assisted Afghanistan in becoming the 164th member of the World Trade Organization (WTO), establishing a stable, predictable, and transparent business environment with strong protection for investors' rights, including intellectual property rights.
- Established the Afghan Exporters Club to increase the private sector voice in trade policy and to promote Afghan exporter's interests abroad.
- Sponsored private sector participation in more than 16 high-level international trade shows held in the UAE, India, Italy, Germany, and Kazakhstan.
- Facilitated launch of a one-stop shop (OSS) at the Kabul airport in collaboration with multiple stakeholders in both the public and private sector that streamlined the export process for obtaining necessary certificates and approvals and reduced the number of steps for exporting products by air from Afghanistan from 29 to 10.
- Successfully piloted an incentive mechanism to demonstrate the viability of air cargo, supporting traders in exporting \$2.7 million worth of goods by air and coordinating with government and investors to upgrade Afghan airports air cargo capacity.
- Provided technical assistance, infrastructure planning, and PPP transactional support to government ministries, airport authorities, and the private sector to improve export logistics services at Afghanistan's international airports.

USAID/Building Economic Sustainability through Tourism (BEST) Program

2015-2016

Served as Team Leader of Partnerships and Service Delivery on a national tourism development program in Amman, Jordan preparing tourism enterprises to capitalize on billions of dollars' worth of newly planned government investment projects across various cities and tourist sites around Jordan. Led a seven-person Jordanian team comprised of fund management, communications, and monitoring and evaluation staff, and advised expert teams project-wide within a matrix organizational structure.

- Oversaw a \$12.5M investment fund that leveraged more than \$90M in private sector co-investments leading to new tourism experiences, more successful international tourism marketing, and domestic tourism development. Funded projects included establishment of 'the Jordan Trail', now offering 40 days of hiking over more than 650 kilometers of trail, leading visitors through 52 villages along its way.
- Forged public private partnerships with leading international hotel brands including the Hilton, Marriott, Crown Plaza, Sheraton, Four Seasons, and collaborated with Trip Advisor, Airbnb, Smithsonian Institute and National Geographic on tourism marketing, branding and promotion efforts, resulting in Jordan being named one of the 10 most coveted destinations for 2019 according to Lonely Planet.
- Participated in strategic initiatives, including the development of Jordan's National Tourism Strategy (2016-2020). This strategy has yielded a 42% increase in arrivals at major tourist sites, reversing a 7-year trend of low foreign visitor turnout since the wake of the 'Arab Spring'.

USAID/Lebanon Water Infrastructure Enhancement (WISE) Program

2015

Served as Rapid Response Manager on a \$26M infrastructure project that improved water services for thousands of Lebanese citizens living in towns and villages throughout Lebanon. Partnered with Lebanese water sector institutions to identify, prioritize, design, and implement interventions to address potable water network infrastructure gaps. Trained water utilities to more effectively manage capital investments and improved their capacity to achieve improved financial and managerial performance.

USAID/Asia Middle East Economic Growth (AMEG) Program

2013-2014

Served as Activity Research and Assessment Manager and supervised numerous economic growth assessments and pilot activities for a \$70M project in close consultation with USAID's Asia and Middle East bureaus, various USAID Missions, State Department, World Bank/IFC, subcontractors, and consultants. Designed technical scopes of work, coordinated and supervised international consultants and local teams to ensure successful implementation of project activities. Conducted technical, management, and administrative consulting assignments in the U.S. and overseas.

USAID/Syria Regional Program (SRP)

2012-2013

Managed a \$98M program with more than 60 overseas staff supporting the rapid restoration of municipal services in communities across Syria. Supported thousands of citizens by restoring electric power distribution, water distribution networks, and sewage systems. Repaired roads and removed rubble to help improve conditions for vulnerable populations. Procured 169 pieces of heavy equipment, including ambulances, tipper-trucks, and water tankers. Provided advisory support to 323 local councils, 104 CSOs and CBOs, 105 emergency response teams, 3 national civil authority institutions, and 10 provincial councils.

USAID/Enhanced Palestinian Justice Program

2012-2013

Managed a \$18M program to improve service delivery in the justice sector by strengthening individual and institutional capacities and increasing citizen engagement. Supported the development of justice sector policies and procedures (significantly reduced delays in case processing), built the knowledge and skills of more than 200 justice sector personnel, renovated and equipped legal institutions, automated processes, and enabled public outreach through institutional media departments and civil society organizations (CSOs). Also strengthened services to support victims of gender-based violence (GBV) in government institutions and CSOs. Fully renovated six family courts in major West Bank cities, providing an infrastructure to accommodate new, modern technology, and ensuring accessibility and functionality for 20 other courts and Ministry of Justice offices.

USAID/Palestine Integrated Trade Arrangement (PITA) Program

2011-2012

Managed a \$60 million trade facilitation program in the West Bank with more than 25 staff working to support technology and infrastructure enhancements at border crossings and other cargo transport initiatives to increase the flow of Palestinian exports and imports. Procured advanced cargo processing technology that reliably expedited transit of more than 220,000 Palestinian trucks, reducing transportation costs and preserving product quality. Built capacity of exporters to address additional trade demand— capacity that can now support more than \$150 million worth of additional Palestinian exports annually.

USAID/Jordan Tourism Development II Program

2010-2012

Managed a \$31M tourism development program with more than 40 internationally based staff working to increase Jordan's competitiveness as a tourism destination by supporting the public- and private-sector stakeholders' capacity to develop and manage tourism resources in a competitive and sustainable manner. Upgraded iconic sites to achieve UNESCO World Heritage status including Petra, Wadi Rum protected area, and Jesus' Baptism site. Also facilitated community partnerships and co-investment for development, conservation, site interpretation and hosting of cultural events at Jerash (largest Roman Ruins outside of Italy), Madaba/Salt (ancient Christian city as old as Jericho), and the Amman Citadel.

USAID/Palestinian Authority Capacity Enhancement (PACE) program

2010-2012

Managed a \$36M program with more than 35 staff working with six national level government ministries to improve delivery of citizen services. With the Ministry of Public Works and Housing, integrated a GIS maintenance management system and enhanced the ministry's capacity to plan and execute infrastructure projects, allowing for the repair and maintenance of more than 600 km of roads. Provided advisory assistance to launch a domestic express mail service (PalPast), offering next-day delivery service. Developed a three-year business plan and commercial strategy to drive increased private sector partnerships, customers, and revenue.

SELECTED BUSINESS DEVELOPMENT INITIATIVES

The following are Business Development Initiatives I have lead or been a key contributor for in recent years:

USAID Prevent, Detect, Respond - Primary Health Care (Bid Director/Lead)

2025

Designed a 5-year \$50M Global Health Security (GHS) initiative in Jordan aiming to strengthen biosecurity and safety, address antimicrobial resistance (AMR), and prevent and respond to emerging health threats. The activity focuses on building One Health capacities, which incorporate linkages between human, animal, and environmental health.

USAID/West Bank Gaza Building Regional Economic Bridges (BREB) (Bid Director/Lead)

2023

Designed \$87.6M program to foster economic growth and stability by enhancing cross-border trade and investment in the West Bank and Gaza. Promoted economic integration between the West Bank, Gaza, and neighboring regions. Provided financial and technical assistance to local businesses, improving operational efficiency and expanding market reach. Invested in infrastructure projects to facilitate trade and economic activities. Conducted training and capacity-building programs for entrepreneurs and business owners.

USAID/Financial Sector Reform Activity in Ukraine (Bid Director/Lead)

2021

Designed a 5 year, \$20M program to transform the country's financial sector into a sophisticated, well-functioning, competitive market that is aligned with European Union (EU) standards and integrated into international financial systems.

USAID/Innovative Finance 2 (Bid Director/Lead)

2021

Designed an innovative approach to equip the USAID A&A workforce with ability to better design pay-for-results oriented mechanisms, foster a learning network among alumni trainees, and offer flexible approach to demand-driven Mission buy-ins.

USAID/Moldova Future Technologies (Management Writer)

2021

Designed a 5 year, \$32M activity that works with business associations and similar organizations to increase their organizational capacity, financial sustainability, and advocacy effectiveness and to improve the ecosystems for workforce development and investment. The activity also collaborates with small and medium enterprises to increase their competitiveness, value-added exports, workforce skills for employment opportunities, access to finance, and climate resilience.

USAID/Kosovo Energy (Bid Director/Lead)

2020

Designed a five-year, \$12M program aiming to successfully integrate Kosovo's energy sector with regional energy markets according to EU market-based standards and achieve long-term sustainability of its energy security through private-sector led investment and engagement.

USAID/Sustainable Economic Growth In Bosnia SEGA (Bid Director/Lead)

2020

Designed a five-year, \$22M program to creatively drive visitation to rural areas yielding higher year-round tourist spend/visitation, stem rural-urban migration, and magnify the value of cultural products/traditions through an improved country brand in partnership with diverse local partners, government, industry and community stakeholders.

USAID/Afghanistan Air Export Program AEP (Bid Director/Lead)

2019/2020

Designed a five-year, \$96M program to provide technical assistance, infrastructure planning, and PPP transactional support to Afghan ministries, airport authorities, and the private sector to improve export logistics services in major Afghan international airports.

USAID/Egypt Integrated Management of Cultural Tourism (Bid Director/Lead)

2019/2020

Designed a five-year, \$17M program to capitalize on private sector participation and investment in the management and conservation of publicly owned cultural assets, creation of visitor experiences, and promotion of those cultural heritage assets both locally and internationally. Approach supported tourism trade and local communities to drive and enact necessary reforms, provide capacity development, and strategically support tourism-driven economic growth informed by market research.

USAID/Moldova Sustainable Tourism Investment Program (Bid Director/Lead)

2019

Designed Business and Operational Strategies for the \$12M Moldova Tourism Activity (later integrated into the Moldova Competitiveness Program (MCP) that collectively aimed to transform Moldova into a thriving tourism economy, leveraging its distinctive culture, rich heritage, and reputation for warm hospitality tourism development in several key ways:

- **Tourism Infrastructure Development:** Helped develop Moldova's tourism infrastructure, including accommodations, activities, and other tourism products (ie. fostering the growth of Bed & Breakfasts, craft centers, wineries, and festivals).
- **Diversification of Tourism Products:** The project focused on leveraging Moldova's prime tourism assets, such as wine, gastronomy, and rural life, to create a diverse range of tourism experiences. This included developing wine tourism, gastronomy, rural, and soft adventure activities like biking and hiking tours.
- **International Awareness and Promotion:** Worked to increase international awareness of Moldova as a travel destination. This included marketing and promotion efforts, as well as organizing familiarization tours for travel agents, media personnel, and influencers.
- **Business Enabling Environment:** The project facilitated a business enabling environment to spur regional growth. This included supporting tourism providers, industry associations, and policymakers to build capacity and create a sustainable tourism industry.
- **Cultural Heritage Preservation:** Assisted in the preservation and management of Moldova's cultural heritage sites, such as Orheiul Vechi, which has the potential to become a UNESCO World Heritage Site. The project supported initiatives to attract local and international visitors to these sites.
- **Economic Impact:** By stimulating business development, job creation, and attracting foreign tourist dollars, the project projected that the tourism sector could grow tenfold in the next ten years, contributing up to 3% in GDP growth.

USAID/West Bank Gaza Accelerated Competitive Enterprises (ACE) (Bid Director/Lead) 2018

Led the design of a \$50M program to increase economic growth, sales, and investment in the West Bank through provision of direct, firm-level management consulting services.

USAID/Timor-Leste Tourism (Bid Director/Lead) 2017

Led the design of a \$15M tourism development program in East Timor that supported the government in cultural heritage asset management and expanded and improved Timor-Leste's community-based tourism offerings through inclusive and sustainable approaches.

Ras Al Khaimah Tourism Development Authority (TDA) (Tech Writer) 2016

Developed Strategy for the RAK Tourism Development Authority (TDA) transform Ras Al Khaimah into a leading tourism destination by focusing on several key areas:

- **Sustainable Tourism Development:** The strategy emphasized the development of sustainable tourism experiences, including nature-based adventure and authentic cultural experiences. This approach aimed to attract environmentally conscious travelers and promote the conservation of the emirate's natural and cultural heritage.
- **Infrastructure and Investment:** The strategy included plans for significant investments in tourism infrastructure, such as resorts, mixed-use developments, and tourism clusters. These investments aimed to enhance the visitor experience and attract large-scale hotel and resort investments.
- **MICE Sector Development:** The strategy focused on developing the Meetings, Incentives, Conferences, and Exhibitions (MICE) sector. This included building a strong portfolio of events and expanding international promotion capabilities to position Ras Al Khaimah as a leading MICE destination.
- **International Promotion:** The strategy aimed to expand Ras Al Khaimah's international promotion capabilities by opening new air routes and attracting new airlines. This effort sought to increase visitor arrivals and improve the emirate's global visibility.
- **Economic and Social Impact:** The proposal aimed to create a more prosperous economy for Ras Al Khaimah by attracting over 3 million annual visitors by 2030. It also focused on expanding tourism-driven employment, particularly for Emiratis and residents, and improving the quality of life for local communities.