

# RANIA Y. AL-TALIB, PMP

AL-RIYADH, SAUDI ARABIA • +966 54.878.4445 • [ryaltalib@gmail.com](mailto:ryaltalib@gmail.com)

## SENIOR CORPORATE DEVELOPMENT EXECUTIVE

BUSINESS ADMINISTRATION | PROGRAM & PROJECT MANAGEMENT | STRATEGIC PLANNING

*Turning around global entities by centralizing operations, revitalizing business performance, and repeatedly catalyzing double-digit revenue and profit growth*

Proven ability to oversee and deliver business administration and corporate development strategies that optimize people, processes, systems, culture, and community outreach as an HR business partner. Continuously play an integral role in building organizational frameworks aligned with annual strategic plans. Capable of driving complete reorganization projects to reverse financial decline, restore stability, and implement aggressive cost reductions. Strong strategic mindset with the ability to see ahead to future possibilities and translate them into breakthrough strategies. Bilingual fluency in English and Arabic with basic Turkish language skills.

### AREAS OF EXPERTISE

Budgeting & Forecasting • Partner Relationship Management • Portfolio Management • Market & Industry Trend Analysis  
Business Line Administration • Financial Analysis • Business & Revenue Growth • Change Management • HR Support  
Policy & Process Development • Stakeholder Engagement • Cross-Functional Alignment • M&A Strategy • Deal Sourcing

### PROFESSIONAL EXPERIENCE

#### VISION INTERNATIONAL INVEST (KSA)

##### Director of Corporate Development

2022

Generated strategies that allowed the company to enter into new markets and partnerships. Utilized market research, study, and analysis to empower CEO and executive management to make strategic decisions. Built start-up frameworks with detailed requirements for corporate development and compliance functionality to adapt, change, and remain competitive or expand into new markets. Oversaw development and assessment of the organization's human capital function as well as portfolio and asset management, NBD, finance, auditing, and legal. Leveraged knowledge of talent and market behavior to align overall HR business administration with organizational design decisions.

- Eliminated manual work to no more than 10% of risk calculation time by implementing a risk system (RiskHive) to upload system data every 3 months that informed performance management and corporate development decision-making
- Improved overall revenue growth by increasing chances of securing a deal by implementing DocuSign for contract signing processes; effort also reduced manpower costs
- Saved operating costs and boosted morale by digitizing the timekeeping/payroll system (JISR) to develop the business environment and eliminate delays in salary payments
- Developed a KPI system that executed Stage 1 in 2022
- Minimized investor access delays to multimillion-dollar invoices after implementing an ERP system within finance/accounting
- Saved \$2.5B for a singular project by receiving alerts to potential financial risks enabled by the implementation of RiskHive
  - Improved accuracy of calculating risk data from strategic, financial, and initiative perspectives
  - Secured higher volume of contracts by presenting clients with accurate risk and mitigation plans

#### NGO ORGANIZATION (KSA)

##### Chief Program Officer

2021

Drove achievement of short and long-term objectives by establishing strategic vision and philosophy into annual operating and corporate development plan. Executed programs and projects in compliance with organizational policies. Defined scopes, controlled financials, allocated resources, and developed risk management plans. Analyzed and quantified project risk to create remediation plans. Set KPIs and tracked progress; adjusted program plan based on findings.

- Designed and supervised 3 program implementations that facilitated profitability and streamlined operating conditions of the company and its various business units
- Spearheaded 46 projects to revitalize business performance, centralize global operations, and accelerate double-digit revenue and profit growth
- Established the integrated governance system to align functional and strategic areas on all policies and procedures

#### SAUDI ARAMCO OIL COMPANY (KSA)

##### Business Administration Dept. Manager

2019 – 2021

Shaped the business plan strategy and business administration functions including internal control procedures, project management office (budgeting, procurement, resource management, HR, etc.), and reporting frameworks. Reviewed operational performance and

implemented talent development program to review performance and forecast hiring needs. Identified areas of improvement including process, operational, and technology efficiency initiatives that streamlined business administration functions in department.

- Catalyzed the development and execution of the new business administration build that ensured strategic alignment
- Saved \$1B throughout the year by collaborating with field engineers to reduce overall budget through cost optimization
  - Transitioned well completion operations vendors to source better assets for the production engineering department
  - Saved implementation costs by devising accelerated and improved project plans for field crew
- Guided business administration projects to support integration and suggest procedural direction including the development of a business administration operation excellence manual

#### Manager – Planning & Performance Dept.

2017 – 2019

Led programs and projects through pursuit, planning, and execution phases ensuring performance through effective monitoring and control. Built and influenced cross-functional teams and owned the accountability for program and business performance. Led business case development and worked across functions to identify and plan activities required to continuously improve upon performance variances from business case objectives.

- Analyzed costs to develop optimization plans and provide analytical reports
- Fronted a business administration cost optimization project exceeding \$1B USD
- Established process improvement culture within program team, including direct involvement with process improvement idea generation and project execution
- Focused the planning function on manpower and resource management to align HR with overall business strategy

#### Operational Excellence (OE) Assessor

2015 – 2017

Led ideation sessions, tracked project progress, and assessed financial impact for business unit. Developed and implemented the corporate operational excellence (OE) strategy with a focus on culture transformation, employee engagement, and strategic annual roadmap development. Analyzed data and monitored performance KPIs with units daily.

- Executed OE function to ensure the effective workflow between departments, divisions, administration area, and OE
- Improved workflow to the downstream business line within the power system renewable department
- Deployed implementation roadmap in coordination with OE process owners
- Created the department's OE manual to enhance training efforts

#### Planning & Programming Division Head

2014 – 2016

Streamlined workflow between departments, analyzed organizational business activities and productivities, allocated and utilized funds, controlled cost measures, and other resource areas. Improved manpower utilization, recommended strategies for cost avoidance, and managed department mid-year and year-end accountability reports.

- Directed a team of 6 individuals within the downstream business line in the power system renewable department
- Performed internal audits for business administration operations encompassing strategic planning, OE, HR, and contracts
- Oversaw HR function including execution of the department's manpower recruitment, succession planning, and retention plans

#### HR Training & Development Advisor

2011 – 2014

Created and managed special courses, training assignments, and special development plans in alignment with business requirements for fully-integrated projects. Supervised management development plan and recommended individual development plans for staff.

- Increased employee performance and promoted succession planning by ensuring productivity of learning and development plan
- Introduced new HR training and development methodologies and system updates

*Additional experience at Aramco includes role as **HR Development & Recruitment Coordinator** (2005 – 2011).*

## EDUCATION & CERTIFICATIONS

REGIS UNIVERSITY, Denver, CO, USA – **Bachelor's Degree, Business Administration**

UNIVERSITY OF DAMMAM, Dammam, Saudi Arabia – **Education Bachelor's Degree, Mathematics & Science**

MICHIGAN STATE UNIVERSITY, East Lansing, MI, USA – **Advanced PR & Communications Post-Grad Degree Program**

#### Certifications

**PMI-Agile Certified Professional (PMI-ACP) • Certified Project Management Professional (PMP)**

**Training of Trainer (ToT) Certification**

## TECHNICAL SKILLS

RiskHive Risk Management System • SAP R/3 • SAP ERP & Finance • SAP Financial Planning & Analysis • SAP Human Capital Management • SAP Supply Chain Management • SAP Agricultural Contract Management • SAP CRM & Customer Experience