

Abir Bou Hadir

Project Specialist

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Summary

Experienced Strategy Consultant with a proven track record of managing complex projects and delivering impactful solutions across multiple sectors. With over 5 years of consulting experience, I specialize in developing strategic initiatives, managing cross-functional teams, and driving business outcomes. Skilled in project management, financial analysis, and implementing technology-driven solutions. Passionate about partnering with clients to align strategies with organizational goals. Strong background in consulting within the MENA region.

Skills

- **Project Management:** Extensive experience in leading full project life cycles, from strategic planning to execution.
- **Strategy Consulting:** Expertise in formulating and executing strategies that drive business transformation and growth across sectors.
- **Stakeholder Management:** Proven ability to engage and collaborate with diverse stakeholders, including public and private sector entities, and NGOs.
- **Cross-Functional Leadership:** Skilled at managing multidisciplinary teams to deliver complex, high-impact projects.
- **Technical Skills:** Proficient in Microsoft Office 365, Project Management Software (Zoho, Asana, Brixit24), and Analytics tools. Experienced in designing and automating municipal software, incorporating fintech solutions for optimal performance.
- **Communication:** Skilled in maintaining strong relationships with internal teams, stakeholders, and clients.
- **Research & Analysis:** Leveraged a comprehensive understanding of governance and legal frameworks to evaluate public institutions. Conducted thorough market analyses to identify trends, formulate strategies, and drive business development initiatives.
- **Languages:** Fluent in English and Arabic, with beginner proficiency in French.

Work Experience

Pathways

Management Consultant

| June 2022 - Present

- Managed the project life cycle from initiation to sign-off, adhering to all requirements and defined methods and standards.
- Established and maintained strong relationships with internal teams, resolving conflicting priorities and issues effectively.
- Demonstrated proficiency in writing compelling business proposals and presentations, contributing to successful grant applications.
- Ensured detailed costs and forecasts were maintained, contributing to financial budgets and reports for donors.
- Led and managed day-to-day operational aspects of projects, including communications with key stakeholders, both internal and external.

SEIYAJ TECH

Senior Project Manager – (Consultancy Project)

| June 2024 – July 2024

- Assemble and manage cross-functional project teams, including designers, developers, and subject matter experts.
- Maintain strong stakeholder relationships, mitigate project risks, and ensure high-quality deliverables.
- Develop comprehensive project plans, including detailed timelines, resource allocations, and risk mitigation strategies related to Saudi Arabia Vision 2030.
- Coordinate and lead project kickoff meetings to align all stakeholders on objectives, scope, and deliverables.
- Monitor project progress, identify and address any issues or roadblocks, and communicate updates to stakeholders.
- Serve as the primary point of contact for project stakeholders, including clients, executives, and other business units.

Al Lika

Head of Project Management Team

| March 2022 – May 2022

- Oversaw all aspects of project management (capacity building and SME), from planning to closeout.
- Served as the primary liaison with internal business unit owners to define project requirements.
- Prepared comprehensive project plans including scope of work, resource requirements, cost estimate and budget, work plan schedule and milestones, and quality control.
- Implemented project documentation, ensuring project data integrity and coordination.
- Tracked project progress, reported status and variances, and identified and mitigated complex project risks.

Innovative Institutional IDEAS S.A.R.L

| Jan 2020 – Feb 2022

Professional Development Team Leader

- Implemented systems for municipalities and guided clients through critical onboarding processes.
- Designed and automated municipal software, incorporating fintech solutions for optimal performance.
- Served as the technical point of contact for diagnosing issues with supplier and partner integrations.
- Worked with various entities to execute group priorities and kept stakeholders updated on project progress.
- Participated as a technical legal advisor on divisional projects and maintained technical knowledge on emerging technologies.

Innovative Institutional IDEAS S.A.R.L

| Jan 2015 – Dec 2019

Business Development manager

- Led business development efforts, identifying new opportunities, and implementing growth strategies.
- Managed sales pipeline, tracking progress and identifying areas for improvement.
- Collaborated with internal teams to ensure alignment of business development strategies with organizational goals.

Education

- **Master's degree in international Organizations and INGOs** | 2021 - 2023
La Sagesse University, Beirut
- **Bachelor's degree in accounting** | 2001 - 2005
American University of Science and Technology, Beirut

Certifications

Project Management Professional (PMP)® (12/2018 – 12/2024), Project Management Institute, **PMP® Number: 2279584**

Additional Training & Workshop

Fintech Frontiers-Introduction to Fintech, Business Intelligence, ChatGPT FOR HR, MEAL in Emergencies, Public Financial Management, Train the Trainer, Public Speaking and Emotional Intelligence.

Achievements

- Successfully submitted **Municipal Financial Assessments** to UNDP (2022).
- Developed and submitted **Financial & Accounting manuals** for UPEL (2021).
- Delivered **Institutional and Financial Assessments for World Bank-funded projects** (2019).