

Ahmed Hejab Al-Dawsari

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Summary

Strategic and results-driven executive with over 11 years of distinguished experience in partnerships, business development, public policy, and strategic management. Proven ability to lead complex initiatives, foster cross-sector collaboration, and deliver measurable impact. Adept at aligning organizational goals with national priorities, driving innovation, and creating sustainable value.

Work Experience

Ministry of Tourism

Act. General manager of Cooperatives and Non-Profit Organizations 2025 – Until Now

- Responsible for leading strategic development, governance, and operational oversight of the non-profit sector, fostering partnerships, and ensuring alignment with MT national objectives.

Member of the Committee of the General Secretariat for Tourism System Violations 2025 – Until Now

- Participated in reviewing and adjudicating tourism-related violations, ensuring compliance with regulatory frameworks and contributing to policy enforcement and sector integrity.

Director of Tourism Sector Development Strategy and Partnerships 2024 – 2025

- Led strategic planning and partnership initiatives to advance tourism sector growth, enhance stakeholder engagement, and align development efforts with national tourism objectives.

Ministry of Human Resources and Social Development – Tallum NPO

GM Planning & Business development 2022 – 2024

- Directed strategic planning and business development initiatives, driving organizational growth, operational efficiency, and executive-level decision support.

Senior Business development manager 2020 – 2021

- Managed strategic growth initiatives, supported executive decision-making, and led key projects to enhance organizational performance and stakeholder value.

Institute of Public Administration | IPA

Director of Partnerships and Business Development Initiatives

- Oversaw strategic partnerships and business development programs, driving collaboration, innovation, and sustainable growth across key sectors.

Training staff member 2015 - 2024

Partnership Manager 2018 - 2019

Business Development and Alliances Senior Officer 2016 - 2018

The Academy for Developing Administrative Leaders | ADAL

Senior Account Executive 2015 - 2016

SDR information technology LTD 2013 - 2014

Business analysis specialist

Alinma Bank 2012

Post-university training

Banque Saudi Fransi 2010

Post-university training

Education

KAPSARC School of Public Policy (KSPP) – Fellowship - KSA Diploma in Public Policy Development	2025
IMD Business School - Executive Program - Switzerland The Emerging Leaders of Public Policy	2025
Hertie School – Germany Economic Policy, Development and Trade	2025
The University of Texas at Austin - USA National Fellowship Program in Public Policy Development	2024
Shenandoah University - USA Master of Business Administration	2018
Imam Mohammad Ibn Saud Islamic University (IMSIU) - KSA Bachelor of Business Administration - Management Information Systems	2014

Training Courses

• The Emerging Leaders Executive Program– KSA.	2025
• Management Consultant designation (CMC®) – KSA.	2024
• Performance Management Professional (C-PM) – KSA.	2024
• Executive Program in Strategy and Performance Management (The KPI Institute) – UAE.	2023
• Strategic Partner Leadership Professional (SPLP)	2023
• Strategy and Business Planning Professional (C-SBP) – KSA.	2022
• KPI Professional (C-KPI) – KSA.	2022
• Certified Strategic Alliance Professional (CSAP)	2021
• Business Analysis Expert (IIBA) KSA.	2018
• The National Program for Administrative Leadership (Franklin Covey) KSA.	2018
• Performance Analyst (ADAA) KSA.	2018
• Business Development Expert (AIBMC) – USA.	2017
• Business Process Management and Organizational Development – USA	2017

Participations

• An Initiative to Prepare and Develop the Sectoral Plan for a Private Government Org.	2020
• Participation in supervising some of the G20 committees - manpower and training sectors	2019

Achievements

• Building Human Capacity Development Programs	2024
• Building a Strategy for the Joint Chiefs of Staff of the Ministry of Defense.	2018
• Prepare a Study of Saudi Leadership Competencies in Cooperation with INSEAD - France.	2017
• The National Framework for Strategic Partnerships, in cooperation with the Ministry of Finance and the Saudi Center for Strategic Partnerships.	2017
• Obtaining funding from the SABIC Research Chair in the field of information systems management	2014
• Joining the Google ambassadors as a representative of the Kingdom of Saudi Arabia	2012

Skills

• Innovation, Development and Reconnaissance.	• Analytical and Results-Based Thinking.	• High Analytical Skills.
• Professional Communication and Negotiation.	• Leadership and Supervision.	• Strategic Planning.