

# Abeer Alarjani, MBA

## International affairs and Strategic Partnerships

📍 Riyadh, KSA

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Results-oriented professional with an MBA from Prince Sultan University and extensive experience in international affairs and Strategic Partnerships. Proven track record in international relations, strategic leadership, and multilateral collaboration. Skilled in translating complex initiatives into actionable strategies that drive organizational success on a global level.

Core competencies include: **1.** International partnerships & Diplomacy, **2.** Strategic planning and implementation and **3.** Stakeholder engagement, **4.** Cross-governmental communication and team leadership, **5.** International diplomatic communication and messaging and **6.** Crisis mitigation & management.

Passionate about leveraging my expertise International Affairs and Diplomacy to create meaningful impact and foster sustainable growth for the Kingdom. Committed to continuous learning and professional development, with certifications in dispute settlement, finance, and specialized industry training.

Fluent in English and Arabic, and a beginner in Japanese; with experience working across diverse cultural contexts and international organizations. Recognized for ability to build bridges between different stakeholders and drive consensus on complex initiatives.

## Work Experience

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### Ministry of Human Resources and Social Development

Nov 2023- present

#### Director of International & bilateral Cooperation

- Leading G20 Employment Working Group (EWG) activities and Meetings
- Responsible for His Excellency's participation and bilateral meetings in global events
- Participant in the ministry's Female Empowerment initiatives as a female leader in the ministry
- Led over 120 bilateral meetings and workshops including and 70+ delegation visits since joining
- Led the team Organizing the first and second edition of The Global Labor Market Conference

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### Saudi Post & Logistics (SPL)

Sep 2022- Sep 2023

#### Director of Strategic Partnerships

- Managing the capital financing process in identifying the sourcing and deployment of capital needed for JVs and M&As
- Unlocking new business value-adding opportunities towards expansion and capability building
- Lead and direct the entire project management team through deal negotiations
- Identify and pursue government, private and international partnerships that contribute to the transformation agenda on SPL

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### Maxwell Stamp KSA

Jun 2022- Aug 2022

#### Advisor

Advised on a project with HADAF and MHRSD about new graduates' barriers for entering into the workforce

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### Ministry of Investment

Apr 2016- Apr 2022

#### International and Bilateral Cooperation

- Set up the International Organizations Department while also continuing my other International treaties and cooperation-related tasks
- Successfully improved and update the Kingdom's investment/business related **rankings** with relevant International organizations (IOs) while also representing the Kingdom and communicate the ministry's developments in the IOs reports, events, and forums
- Developed and produced quarterly economic reports used internally for the different deputyships within the Ministry
- Manage the Joint Economic Committees
- Participated in King Salman's visit to Moscow Russia in 2017.

**King Salman Center for Innovative Government****Feb 2015- Feb 2016****Research Associate**

Known now as the King Salman Center for Local governance. The Center is a private Saudi institution aiming to provide applied and academic research, advisory services, and executive education for the benefit of the local government in Saudi Arabia.

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**The Toon Lab****Nov 2013- Nov 2015****Owner**

A personal project established to educate children on how to unleash their creativity by inspiring them through customized workshops and group projects.

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**Destination Riyadh Magazine****Oct 2013- Oct 2015****Freelance Editor**

Favorite piece was an interview with up and coming Saudi Artist Abdullah Alqandeel

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**Ministry of Labor****Dec 2012- Nov 2013****International Affairs Consultant**

In addition to establishing the Collaborative Networking office, managed other MOL initiatives such as Ma3an (a policy-making crowdsourcing online platform) and the International Advisory Board. Also during the time spent at the Ministry of Labor, was selected to be a member of the Saudi G20 Taskforce on employment (G20 Employment Working Group).

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**Elm Information Security****Oct 2011- Nov 2012****Regional Operation Manager**

Managed four Taqat Recruitment Centers, one of the Saudization programs in KSA. The journey started as a performance/branch manager in a Taqat job placement center where responsibility included recruiting and managing 15 personnel and ended managing around 80 employees in all branches across the kingdom.

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**Riyadh Bank****Dec 2009 - Mar 2011****Credit Officer**

Reviewed and processed credit applications from medium to large corporations. The role entailed evaluating the applications from the feasibility of the business as well as financial and market risks.

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**Education**

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**Prince Sultan University (PSU)****2009 - 2011**

Masters of Business Administration (MBA)

**King Saud University****2002 - 2006**

Bachelors of Art in English Language

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**Training & Certifications**

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- Project Management Professional (PMP): 35 credit hours
- International Investment Treaties and Investor-State Arbitration Course at International Law Institute (Washington DC). (Dec 2019)
- Executive training on International Investment Arbitration: by Arnold & Porter (2018)
- Change Management program: By TTM (2018)
- SAGIA Leadership Program (2017)
- World Bank Group: Investment Policy and Promotion (2016)
- Aramco: Women in the workplace (2016)
- Change Management (2016)
- Riyadh Bank Management Program: 7 months of extensive courses on accounting, finance, banking and management (2010)