

## Professional Summary and Philosophy

Expert consultant and global facilitator with over 15 years of experience in delivering impactful learning solutions across diverse sectors. He possesses in-depth expertise in strategic management, leadership development, and the design and implementation of soft skills programs that enhance individual and organizational performance on a global scale. His proficiency in Learning Management Systems (LMS) allows him to create and manage tailored training experiences in more than 80 countries that drive engagement and knowledge transfer. He is adept at facilitating workshops that foster collaboration and inspire continuous development among participants. Committed to empowering individuals through customized learning experiences, Dr. Mina M. Habib believes in the power of motivation and inspiration to drive success. His goal is to build the capabilities of every individual he reaches through simple, innovative, and practical learning experiences. Certified with CPD accreditation, a UK globally recognized standard for continuous professional development, demonstrating commitment to ongoing learning and excellence in consulting and L&D field.

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## Professional Experience in Learning & Development modules Across Various Industries

### Ministries & Governmental Authorities

- **UAE - MFNCA:** وزارة الدولة لشئون المجلس الوطني الاتحادي - **United Arab Emirates** - facilitated strategic management module equip ministry employees with strategic management skills, empower them to drive innovation and improve public services, directly supporting the UAE's Vision 2030.
- **UAE - الدائرة الماليه حكومه الفجيره -** Fujairah Finance Debt – Facilitated management fundamentals & Strategic management module, to contribute to the efficient allocation of resources, which is essential for achieving the strategic objectives outlined in the UAE's Vision 2030 for economic growth and resilience."
- **Royal Protocol : KSA - Performance Management & KPIs Diploma** , Facilitated Key Performance Indicators (KPIs) and performance management for **المراسم الملكيه (Royal Protocol)** involves establishing clear metrics that align with the organization's strategic objectives and operational goals.

### Construction & Real Estate

- **Degla:** Facilitated management training sessions that focused on effective team leadership and accountability. Participants learned to develop their coaching skills, improving their ability to guide team members toward achieving project goals while fostering a culture of responsibility.
- **Al Futtaim:** Conducted workshops on strategic management and stakeholder engagement, emphasizing the importance of aligning team objectives with organizational goals. Participants practiced public speaking skills to effectively communicate their strategies to diverse audiences.
- **Mass Steel:** Delivered training on communication strategies within teams and across departments, enhancing collaboration and accountability. This training emphasized the importance of clear communication in achieving operational efficiency.
- **K-Flex:** Provided coaching on customer relationship management, focusing on how to communicate effectively with clients and stakeholders. Participants learned to leverage insights profiling to better understand client needs and improve service delivery.

- **Archirodon:** Led sessions on leadership development, emphasizing the significance of strategic thinking and stakeholder management. Participants engaged in role-playing exercises to practice their public speaking and negotiation skills in real-world scenarios.
- **Kooheji:** Conducted training on sustainable project management, focusing on the leadership skills required to implement eco-friendly practices. This training included accountability measures to ensure that teams met their sustainability goals.
- **Almunif Pipes:** Facilitated workshops on accountability, teaching managers how to create a culture of excellence through effective communication and stakeholder engagement.
- **United:** Delivered training on strategic management, focusing on stakeholder relationships and communication strategies that enhance collaboration and efficiency across the different functions.

## Multi Industries & Holding Groups

- **Yas Holding:** Facilitated leadership training that emphasized coaching techniques and accountability in team management. Participants learned to motivate their teams and drive performance through effective communication.
- **Majid Al Futtaim:** Conducted workshops on strategic decision-making and stakeholder management, helping leaders understand the importance of aligning team efforts with broader organizational objectives. Participants practiced public speaking to enhance their persuasive communication skills.
- **مجموعة شركات الزامل السعودي:** Delivered training on operational efficiency, emphasizing the role of strategic management and insights profiling in identifying improvement opportunities. Participants learned to communicate these insights effectively to stakeholders.
- **مجموعة شركات الخالد الكويتية:** Provided training on financial management and accountability, equipping leaders with the skills to communicate financial strategies clearly and engage stakeholders in the decision-making process.
- **Abdel Lateef Jameel:** Conducted sessions on advanced sales strategies and relationship management, focusing on the importance of communication and accountability in building long-term client relationships.

## FMCG

- **El Rashidi Almizan:** Facilitated training on the need for effective communication and accountability among team members. Participants learned to lead by example in maintaining high standards.
- **Nestle:** Conducted workshops on brand management and strategic marketing, focusing on the role of leadership in driving brand initiatives. Participants practiced public speaking to present their marketing strategies effectively.
- **Alahram Beverage:** Facilitated different modules about Emotional intelligence , Business Storytelling.
- **To You (Food Delivery):** Delivered training on operational efficiency and customer service, emphasizing the importance of communication skills in managing client expectations and enhancing service delivery.
- **Quality:** Provided training on product development, focusing on strategic management skills and stakeholder engagement to ensure successful product launches. Participants learned to communicate their ideas effectively to diverse teams.
- **Cemia:** Conducted sessions on supply chain management, emphasizing the importance of insights profiling and stakeholder communication in optimizing logistics and distribution strategies.

## Design

- **Griffin Designs:** Facilitated workshops on creative leadership and team communication, helping participants develop their coaching skills to foster collaboration and innovation within design teams.
- **Professional Design:** Delivered training on project management and client communication, emphasizing the importance of accountability and effective stakeholder engagement in achieving project success.

## Petrol & Cement

- **Enppi:** Conducted training on leadership and accountability in promoting a culture of safety. Participants learned to communicate safety protocols effectively to their teams.
- **CEMEX:** implemented a training program focused on leadership to enhance a culture of productivity within the organization. Participants learned effective communication strategies as well problem solving , in addition implementing creativity modules and presenting with impact.

## Textile

- **Delta Celil:** Facilitated training on stakeholder management, emphasizing the role of strategic communication and accountability in achieving production goals. Participants learned to lead teams in implementing the high standard measures.

## Pharmaceutical

- **DKT:** Conducted training on regulatory compliance, focusing on the importance of effective communication and stakeholder management. Participants developed their public speaking skills to advocate for high performance measures.
- **Xaintylia:** Delivered workshops on product marketing strategies, emphasizing the role of leadership in guiding teams to effectively position products in the market. Participants practiced insights profiling to tailor their marketing messages.
- **Copad:** Facilitated training on customer relationship management, focusing on communication skills and accountability in building trust with clients. Participants learned to leverage stakeholder insights to enhance client interactions.
- **Medisave:** Conducted sessions on healthcare compliance and best practices, emphasizing the importance of leadership and effective communication in delivering quality patient care.
- **Supremo:** Delivered training on pharmaceutical sales techniques, focusing on the importance of public speaking and relationship management in achieving sales targets.
- **Opalia:** Provided training on product innovation, emphasizing strategic management skills and insights profiling to drive creativity and responsiveness to market needs.
- **Medica:** Conducted workshops on patient care communication, enhancing staff skills in empathy and accountability to improve patient interactions.
- **Pharmascope:** Facilitated training on market analysis and strategic planning, equipping teams with the skills to communicate insights effectively and engage stakeholders in decision-making processes.

## Banking & Finance

- **CIB:** Conducted training business etiquette and how to communicate with all types of clients and on the importance of accountability and effective communication in navigating high standards frameworks. Participants learned to develop strategic insights for dealing with customers.
- **Saudi Fransi Bank:** Facilitated workshops on customer service excellence, emphasizing the role of leadership and communication in building strong client relationships. Participants practiced public speaking to enhance their client interactions.

- **Riyadh Bank** : Delivered Agility & Resilience workshop matching with economy challenges in financial and banking sector.
- **Alinma (بنك الانماء)**: Delivered training on product knowledge and sales strategies, equipping staff with the communication skills needed to effectively engage clients and stakeholders.
- **ADIB**: Provided training on Islamic finance principles, focusing on the importance of effective communication and stakeholder engagement in promoting Sharia-compliant products.
- **مصر المقاصة**: Conducted sessions on operational efficiency, emphasizing strategic management and accountability in enhancing service delivery.

## Telecom & Networking

- **Etisalat**: Facilitated training on customer experience management, focusing on the importance of communication and leadership in enhancing service quality. Participants learned to engage stakeholders effectively to drive customer satisfaction.
- **Orange**: Delivered workshops on marketing strategies, emphasizing the role of strategic communication and public speaking in promoting brand initiatives. Participants practiced articulating their marketing strategies to diverse audiences.
- **Samsung**: Conducted training on product sales techniques, focusing on the importance of effective communication and accountability in driving sales performance.
- **Network Sea**: Facilitated training on management, emphasizing the role of leadership and stakeholder communication in fostering a culture of cybersecurity awareness.
- **Zone Digital Solution**: Delivered sessions on digital transformation strategies, focusing on the importance of strategic management and insights profiling in adapting to technological changes.
- **Fast Lane**: Conducted training on project management methodologies, emphasizing the importance of leadership and accountability in delivering projects on time and within budget.

## Organizations & NGOs

- **الهلال الأحمر**: Facilitated training on emergency response and crisis management, focusing on the importance of leadership and effective communication in high-pressure situations. Participants learned to engage stakeholders and coordinate responses effectively.
- **United Nations**: Conducted workshops on project management and international development, emphasizing the role of strategic management and stakeholder engagement in achieving global initiatives. Participants practiced public speaking to present their projects effectively.
- **CEOSS**: Delivered training on community development strategies, focusing on the importance of communication and accountability in building trust within communities and charity projects.
- **Logos**: Provided training on organizational management and strategic planning, emphasizing the importance of stakeholder engagement and insights profiling in setting clear organizational goals.

## Other Employment & Trading

- **مؤسسة عمال مصر - OMC**: Conducted training on workforce development and coaching, focusing on building accountability and effective communication skills within teams. This training improved employee engagement and performance.
- **Anasia Group**: Facilitated training on business development and client management, focusing on the importance of leadership and communication in building successful client relationships.
- **Aloud**: Conducted sessions on communication skills and customer service excellence, emphasizing the importance of accountability and effective stakeholder engagement in enhancing service delivery.

## Insurance

- **MetLife Alico**: Facilitated training on effective communication, stakeholder management , problem solving & engaging clients. Participants learned to leverage insights profiling to tailor their strategy approach with

clients and their team members.

- **Almanara:** Delivered workshops on risk assessment and management, emphasizing the importance of strategic management and stakeholder communication in navigating risks effectively.

## Universities & Business Schools

- **GUC:** Conducted training on business management and leadership skills for students and faculty, incorporating insights profiling and public speaking exercises to enhance their effectiveness.
- **MIU:** Facilitated workshops on entrepreneurship and innovation, emphasizing the importance of strategic management and stakeholder engagement in developing viable business ideas.
- **BUE:** Delivered training on research methodologies and academic writing, focusing on the importance of communication skills in presenting research findings effectively.
- **Cairo University:** Provided sessions on professional development and career readiness, equipping students with the soft skills needed to succeed in the job market.
- **Ein Shams University:** Conducted training on effective teaching strategies and student engagement, emphasizing the importance of communication and accountability in fostering a positive learning environment.

## Online Platforms

- **Al Mentor:** Conducted online training sessions on professional skills, focusing on communication and leadership techniques to enhance participant engagement.
- **Mastery:** Delivered workshops on self-improvement and personal development strategies, emphasizing the importance of accountability and effective communication in achieving personal goals.
- **Udemy:** Facilitated online courses on business management and leadership skills, reaching a global audience and receiving positive feedback for enhancing participants' public speaking abilities.
- **Unihance:** Provided training on digital marketing and strategic business skills, equipping participants with the tools to communicate their strategies effectively in the digital marketplace.
- **Tadarab:** Conducted sessions on professional skills development and career advancement, emphasizing the importance of communication and stakeholder engagement in achieving career goals.
- **Eyouth:** Delivered training on youth empowerment and leadership development, fostering a sense of responsibility and enhancing communication skills among young participants.
- **Osrah:** Facilitated workshops on personal finance and investment strategies, helping participants develop accountability and strategic thinking in managing their finances.

## Facilitation experience (more than 80 nationalities)

- **Africa (20 countries):**
  - North Africa:**  
Egypt, Libya, Tunisia, Algeria, Morocco, Mauritania, Sudan
  - West Africa:**  
Nigeria, Ghana, Senegal, Ivory Coast
  - East Africa:**  
Kenya, Uganda, Rwanda, Ethiopia
  - Southern Africa:**  
South Africa, Angola
  - Central Africa:**  
Cameroon, Gabon
- **Gulf Region (6 countries):**  
UAE, Saudi Arabia, Qatar, Kuwait, Oman, Bahrain
- **Near East (7 countries):**  
Jordan, Lebanon, Syria, Iraq, Palestine, Turkey, Bahrain

- **Asia (over 20 countries):**  
Japan, Taiwan, Indonesia, Malaysia, India, Sri Lanka, Hong Kong, Vietnam, Philippines, Singapore, Thailand & Russia
  - **Europe (over 15 countries):**  
United Kingdom, Germany, France, Italy, Spain, Netherlands, Sweden, Poland, Belgium, Switzerland, Russia, Czech Republic, Hungary, Romania, Bulgaria, Slovakia
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## Education & Global Accreditation

- CPD accreditation.
  - MBA in Strategic Management, Victoria University, Switzerland.
  - Train the Trainer - Krauthammer, Germany.
  - Excellence in Selling - United Arab Emirates, Dubai.
  - Motivational Public Speaker - Egypt.
  - Crisis Management - Ulrich Bock, Germany.
  - Result-Oriented Coaching - Greece, Athens.
  - Global Accreditation for Insights Discovery IDA - United Arab Emirates, Dubai (Insights Practitioner).
  - Global Accreditation for Accountability in Leadership - United Arab Emirates, Dubai
  - Business Simulation (Storewars).
  - Global Accreditation in Situational Leadership (SL2) - Ken Blanchard, UK.
  - Organizational Learning & Development - HRCI, National Association of State Boards of Accountancy & Society for Human Resource Management.
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## Professional Skills

- Consultation / Executive Coaching
  - LMS design & implementation
  - Training Curriculum Design & Instruction
  - Training delivery
  - Performance Management / Talent Planning
  - Evaluative Measurements / ROI Analysis
  - Leading HR projects
  - Multi-Mode Leadership Development
  - Group Process Facilitation / Consulting
  - Pilot Programs / Change Management
  - Competency Modeling / Mentoring
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Regards

Dr. Mina M. Habib