

DR. SAMAH ABUOUN HAMAD

SOCIO-ECONOMIC CONSULTANT




ENTREPRENEUR

CONTACT

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📍 Ramallah, Palestine

 [Samah_abuoun_hamad](#)

SKILLS

- Strategic Planning
- Project Design & Management
- Research & Analytical Proficiency
- Financial Oversight & Cost Control
- Client Relationship & Stakeholder Engagement
- Conflict Resolution & Problem Solving
- Proposals writing & fundraising
- Leadership & Talent Development
- Attention to Detail

EDUCATION

Doctor of Business Administration (DBA)

University of Northampton-UK

2017-2021

Thesis Title: Exploring Entrepreneurial Human Capital in the MENA Region.

Master of Business Administration (MBA) University of Liverpool-UK

2001-2003

Socio-economy and environmental management.

Bachelor in Engineering

University of Technology-Baghdad

1994-1998

Chemical/Industrial Engineer

PROFILE

Strategic Expert with 25 years of experience in socio-economic development, focusing on empowering youth and women through education and community emergency programs. Skilled in both qualitative and quantitative research, I excel in data-driven analysis and strategic planning. Recognized for innovative leadership and a commitment to creating a dynamic socio-economic culture in Palestine, I bring a proven track record of leading impactful initiatives and driving strategic innovation.

CAREER HIGHLIGHTS

- Led designing and implementing socio-economically impactful technology empowerment programs for children, youth and women, including Code for Palestine in cooperation with Stanford University students (4% program admission).
- Secured and managed \$21M at Danish Trust Fund- World Bank; slashed the costs and boosted long-term success while directing 25+ employees.
- Recipient of the Arabia CSR Award for exceptional leadership in corporate social responsibility, driving sustainability initiatives and SDGs implementation in a company with 2,000 employees
- Established and managed the first Palestinian foundation for over fourteen years with a budget exceeded 80M\$.
- Established Paltel Group Innovation Hub (Fikra).
- Co-founded Dars Edu. Inc. Palestinian EdTech startup.

CONSULTANCY EXPERIENCE

- Developed the Strategic Plan. Jerusalem Center for Women. (2023 Sep.- Oct.)
- Funding/grant Proposals writing. Arab Therapy Co. - Germany/Jordan. (2023 May – Sep.)
- Lecturer/Curriculum Developer - Managing Innovation. Arab American University of Palestine (AAUP). (2023-April).
- Re-Developed the Strategic and Financial Plan. Palestinian Business Prosperity Center (PALPRO), UNDP. (2022, Dec.)

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CERTIFICATES

- **Certified Project Management Professional (PMP)**
- **Certified Innovation Strategist (CINS)**
- **Managing Political and Economic Transitions (Harvard)**
- **Mini MBA in telecom**

OTHER EXPERIENCE

- Ministry of Local Government (MOLG) Local Government Lead Advisor & Minister Office (2003-2005)
- Student Force for Sustainability & Rethink Project, Waste Minimization Team Project Leader, UK (2002-2003)
- Palestinian Hydrology Group, Site Engineer & Environmental Project Manager (1998-2001).

ENTREPRENEURIAL VENTURES

Co-Founder, Peer-to-Peer for Technology & Education Co. (2019-Present).

Spearheaded an EdTech startup, securing a \$99K World Bank grant and \$200K seed investment; rapidly expanded to 600 customers.

Founder, Basoom Co. for Trade and Investment (2014-2021)

Launched and led a successful food packaging business, guiding it to profitability before its sale in 2021.

WORK EXPERIENCE

Executive Director

Paltel Group Foundation for Socio-economic Development 2008-2021

I led the establishment and strategic direction of Palestine's first corporate foundation, managing a budget from 2% of Group companies' profits over 14 years:

- High-level strategic reporting and direction to the Board of Directors.
- Spearheading the largest scholarship program in the country, Right for Decent Life program and impactful socio-economic projects.
- Advancing high-tech talent development in coding and design through innovative Edu-Tech programs.
- Implementing MEAL frameworks for youth and women empowerment projects.
- Collaborating with international partners to enhance technical and entrepreneurial talent.
- **Launched a \$30M Gaza Emergency Fund in collaboration, covering infrastructure rehabilitation and food assistance to psychological support for women and children, healthcare provision including medicine, hospital and health center support, and connectivity projects. youth skill enhancement and job creation, women's empowerment, income generation, and educational support in primary education and universities.**
- Acting as the media representative for Paltel Group, managing external communications and public relations.
- Expertly handling emergencies and risk management to ensure organizational resilience

Project Lead Director

Danish Trust Fund-World Bank Municipal Development and Lending Fund 2005-2008

Oversaw multi-million-dollar capacity building programs funded by international entities like the Danish Trust Fund through the World Bank, BTC, and GIZ. My role entailed administrative, financial, and technical management of projects enhancing financial systems, governance, and public participation in local governments. Key roles included:

- Leading the \$21M World Bank Danish Trust Fund project, ensuring effective implementation and stakeholder coordination.
- Managing consultants and maintaining budget discipline.
- Implementing key reforms in financial management for over 130 local government units.
- Procurement plans, and IFMIS implementation.

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PROFESSIONAL AFFILIATIONS

- Board of Trustees at Arab American University of Palestine (AAUP).
- Board Member at Masader (A Palestine Investment Fund Company).
- Board Chairwoman at Palestinian Business Women Forum.
- Board of Trustees at Rawabi English Academy.
- Member at Beyond Capital (Jordanian Angel Investors Network).

HONORS & AWARDS

- Arabia Award/ 2nd runner in 2010 in Dubai.
- Finalist at Said Foundation Alumni Achievers, 2020 in London.

PERSONAL PROFILE & INTERESTS

Enjoys a diverse range of activities including music, fitness, reading, traveling with family, painting, and cooking. Actively involved in mentoring startups and youth, with a focus on female empowerment. Proud parent of three youths, each with their own unique talents. Holder of Palestinian National and Caribbean (Saint Kitts and Nevis) passports

PAPERS AND RESEARCH

- **"Philanthropy in the Arab World-Role of Private Capital in Youth and Women Evolvment"**, The John D. Gerhart Center for Philanthropy, School of Business, The American University in Cairo, Feb. 2020.
 - **"Evaluating the Organizational Culture within the CRM implementation team at the Palestinian Mobile Operator \Jawwal"**, University of Northampton, 2018.
 - **"The entrepreneurial process of corporate's operational and management aspects in telecommunication and technology sector"**, University of Northampton, 2017.
 - **"Introduction to CSR"**, University of Northampton, 2017.
 - **"Paltel Group CSR Model"**, World Forum Lille, fifth edition, 2011
 - **"Institutionalizing Corporate Giving in Palestine"**, submitted to Takaful: First Annual Conference on Arab Philanthropy and Civic Engagement, 2011, The John D. Gerhart Center for Philanthropy, The American University in Cairo.
 - **"Planning Capacities within the Palestinian Municipalities"**, International Conference for Urban Planning in Palestine, 2008.
 - **"Management Consultancy Challenges in Palestine"**, submitted during the Second Conference of Engineering in Palestine, Held Sep, 2005 at Birzeit University in cooperation with Engineering association, Jerusalem and the General Union of Palestinian Engineers.
 - **"Effectiveness and Efficiency of Carefree Water Conditioner"**, submitted during the Environmental Conference in Tunisia, Held 1999 in cooperation between Palestinian engineering association and Tunisian Engineering Association.
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