



Dr. Ibraheem Al.Mansi

CV

General Information

- **Date of Birth:** March 19, 1974
 - **Nationality:** Jordanian
 - **Religion:** Islam
 - **Marital Status:** Married
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Professional Summary

Dr. Ibraheem Al-Mansi is a distinguished expert and consultant in strategic management, leadership, HR, and the development of integrated planning—from strategic vision to operational and procedural execution. He specializes in aligning strategies from institutional vision down to actionable procedures, ensuring coherence from top-level management to frontline operations. Dr. Al-Mansi provides advanced consultancy in human resource development and organizational change for both public and private institutions.

His career includes substantial academic involvement, supervising theses and dissertations in the field of Management Information Systems at both undergraduate and graduate levels across several Jordanian universities. He has served as a trainer, consultant, and strategic planner for numerous governmental and private organizations. Dr. Al-Mansi holds several internationally recognized certifications in strategic planning (CSMP), performance indicators (CKPIP), results-based management (OKRs), balanced scorecards (CBSCP), financial sustainability (FSP), and data analysis and management (CDAP).

Academic Qualifications

- **2022** – Diploma in Financial Sustainability, *Indiana University, USA*
 - **2009** – Ph.D. in Management Information Systems, *Arab Academy for Banking and Financial Sciences*
 - Dissertation Topic: *Technological Change Management*
 - **2003** – Master’s Degree in Public Administration (Human Resource Development in the Public Sector), *University of Jordan*
 - **2000** – Bachelor’s Degree in Economics and Management (Major: Public Administration), *Mutah University, Jordan*
 - **1994** – Diploma in Telecommunications Engineering, *College of Telecommunications*
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Professional Experience

- **2010–Present** – Consultant in Leadership Training, Strategic and Operational Planning, and Human Resource Development.
- **2023–2025** – Participant in the Core Managerial Skills Program, *Majnoon Oilfield Training Center, Basra, Iraq*.
- **2011–2016** – Assistant Professor of Management Information Systems, *Jadara University*.
- **2009–2011** – Assistant Professor of Management Information Systems, *Al-Isra University*.
- **1995–2008** – Worked in administrative roles and as a trainer at the *Regional Training Institute, Orange Telecom, Jordan*.

Certifications & Key Advisory Roles:

- Certified Strategy Professional (CSP), KLM
- Certified Key Performance Indicators Professional (CKPIP)
- Certified Balanced Scorecard Professional (CBSCP)
- Certified OKRs Consultant (Objectives and Key Results)
- Developed and monitored strategic and operational plans for numerous public and private organizations
- Led strategic alignment initiatives for *King Abdulaziz City for Science and Technology, Saudi Arabia*
- Developed CBSCP-certified specialists for the *Saudi Standards, Metrology and Quality Organization*
- Trained CKPIP specialists for *King Abdullah Medical City, Saudi Arabia*
- Delivered CKPIP training to the *Ministry of Hajj and Umrah, Saudi Arabia*
- Delivered CKPIP training to *Riadeh Institute, Palestine*
- Trained CBSCP specialists for the *Jordanian Ministry of Planning and International Cooperation*
- Trained CKPIP professionals for the *Ministry of Industry and Trade, Jordan*
- Delivered Balanced Scorecard training for *Jordan Development Bank*
- Delivered KPI training for *Majnoon Oilfield, Basra, Iraq*
- Delivered KPI training for the *Independent Election Commission, Jordan*

- Led HR strategic planning programs for the *Libyan Petroleum Institute*, Tripoli
- Led strategic planning programs for the *Libyan Prime Ministry Office*, Tripoli
- Conducted strategic and operational planning programs for over 100 leaders at the *Libyan National Commercial Bank*
- Delivered four institutional performance measurement sessions using BSC for the *Saudi Ministry of Hajj*
- Delivered BSC-based performance evaluation programs for the *Islamic Center Association* and *Jordanian Ministry of Social Development*
- Developed operational plans for the *Saudi Ministry of Hajj*
- Delivered various strategy and leadership programs across multiple *Omani Ministries*
- Former certified trainer at the *Omani Police Officers Training Institute*
- Conducted strategic planning programs for *The Holy Quran Preservation Society* under the *Jordanian Ministry of Culture*
- Delivered change management programs to a range of public, private, academic, medical, and financial institutions
- Led digital transformation leadership programs across various sectors
- Supervised multiple leadership development programs across different organizations

Publications

- **Doctoral Dissertation:** *Critical Success Factors for Achieving Performance Excellence: Technology Change at Jordan Telecom Group (JTG)*
- **Books:**
 - *Heroes of Entrepreneurship: From Idea Generation to Profit*
 - *Be an Inspiration: 40 Entrepreneurial Practices to Influence and Lead People*
- **Models Developed:**
 - **MMTCDM:** Matrix Model for Technology Change Decision-Making
 - **ISMM:** Integrated Strategic Management Model – from Vision to Action
 - **MEM:** Mansi's Entrepreneurship Model
- **Papers & Strategic Contributions:**
 - Paper on *Innovation and Entrepreneurship in the Jordanian Human Development Plan 2030*
 - *Strategies for Public Sector Reform in Jordan*
 - *Recommendations for Higher Education Development based on University Proficiency Exam Report*
 - *Studies on Revitalizing Struggling Government-Owned Enterprises, including Royal Jordanian Airlines*
 - *Framework for Discovering Talent in Social Leadership*

Memberships & Consultancy Roles

- Certified Consultant in Strategic Management & Institutional Transformation – *Arab Academy for Banking and Financial Sciences*
 - Member of the *Arab Academy for Banking and Financial Sciences (AAMBFS)*
 - Member of the *Project Management Institute (PMI)*
 - Former Member of the *Planning Council, Middle East Studies Center, Jordan*
 - Scientific Committee Chair, *Annual Conference on Talent Discovery and Sustainable Leadership, International Academy for Leadership & Development (IALD), Turkey*
 - Strategy and HR Development Consultant, *IALD, Turkey*
 - Scientific Committee Chair, *Leadership Discovery and Modern Leadership Conference, IALD, Turkey*
 - Strategy Consultant, *Union of Islamic Communities in Italy (UCOII)*
 - Senior Consultant for Strategic Planning and Performance Indicators – *Irrigation and Drainage Authority, Saudi Arabia*
 - Strategy and KPI Consultant – *Guidance & Community Outreach Office, Al-Ahsa, Saudi Arabia*
 - Strategy and KPI Consultant – *Shorouq Foam Factory, Riyadh*
 - Strategy and KPI Consultant – *Koshank Real Estate, Jordan*
 - Oversaw and developed annual operational plans – *Shorouq Foam Factory*
 - Supervisor and Developer – *Quality Documents Project, Jordan Telecom Group*
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Skills

- Proficient in using various computer applications.
 - Very good command of English (reading, writing, and speaking).
 - Native proficiency in Arabic.
 - High capability in delivering diverse training programs and providing strategic consultations.
 - Excellent presentation and public speaking skills.
 - Strong academic research abilities.
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Training Fields

- Strategic planning and management using Fred David's Model.
- Strategic planning using the Balanced Scorecard (BSC).
- Change Leadership.
- Financial Sustainability.
- Development of Key Performance Indicators (KPIs).
- Objectives and Key Results (OKRs).
- Building and aligning operational plans with strategic pathways.
- Institutional Transformation Leadership.
- Leadership and contemporary leadership assessments.

- Leadership succession and talent replacement planning.
- Training of Trainers (ToT), including needs assessment, program design, training impact evaluation, and training package preparation.
- Technological change strategies and successful digital transformation.
- Institutional change management.
- Knowledge management.
- Modern public relations, reputation enhancement, and measurement.
- Information analysis and strategic alignment.

Key Organizations Trained

Iraq:

- Basra Oil Company
- Majnoon Oilfield Training Center
- University of Mosul
- Central Bank of Iraq
- Riada Foundation
- Youth Leadership Forum
- Leadership Development Company

Saudi Arabia:

- Ministry of Education
- Ministry of Hajj and Umrah
- Ministry of Industry and Commerce
- Saline Water Conversion Corporation
- Board of Grievances
- Public Prosecution Authority
- Saudi Standards, Metrology and Quality Organization (SASO)
- General Authority for Irrigation
- Royal Commission at Yanbu
- King Abdullah Medical City, Makkah
- King Khaled Eye Specialist Hospital
- Council of Saudi Chambers
- Jeddah Chamber of Commerce
- King Abdullah City for Atomic and Renewable Energy
- Riada Institute
- Jazan University
- Development Bank
- Islamic Development Bank, Jeddah
- Jana Center
- Shorouq Sponge Factory
- Wasm Energy Company

Oman:

- Diwan of Royal Court

- Ministry of Health
- Ministry of Education
- Ministry of Sports
- Ministry of Social Development
- Royal Oman Police Officers Training Institute
- Sultan Qaboos University
- Royal Hospital

Jordan:

- Ministry of Planning and International Cooperation
- Ministry of Industry and Trade
- Central Bank of Jordan
- Greater Amman Municipality
- Independent Election Commission
- Miyahuna Company
- Jordanian Electric Power Company
- Amman Chamber of Commerce
- Development Bank
- Jordan Islamic Bank
- Islamic Charity Center Society / Ministry of Social Development
- Holy Quran Memorization Society

Libya:

- Prime Ministry
- Ministry of Interior
- Ministry of Foreign Affairs
- Ministry of Health
- Sahara and Sahel Bank
- National Commercial Bank
- Great Man-Made River Company
- Libyan Foreign Investment Company
- Social Security Fund
- Libyan Petroleum Institute
- National Commercial Bank

Sudan:

- Central Bank of Sudan
- Omdurman Bank
- Bank of Khartoum

Qatar:

- Olympic Committee
- Islamic Bank of Qatar

United Arab Emirates:

- Sharjah Municipality

Bahrain:

- Manama Municipality

International:

- Union of Islamic Communities in Italy (UCOII)
- Leadership Development Company / Iraq