

FAREED M. BETROS

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SUMMARY

Innovative **Program Manager** and **Strategic Planner** with proven success planning, organizing, and managing large scale, complex, and critical projects to include a \$250 Million/year program in Iraq for the Department of Defense. Possess strong entrepreneurial, sales, and business development skills resulting in letters of agreement and signed contracts with companies in Saudi Arabia, the UAE, and Iraq. Experienced in mobilizing cross-functional & cross-cultural support and cooperation with U.S. Government and military personnel and with foreign national officials. A creative thinker possessing strong interpersonal skills with a focus on change management, conflict resolution, negotiations, and diplomacy. Professional skills developed over 30 years from diverse military, defense contracting, entrepreneur, and non-profit leadership work assignments. Areas of expertise include:

- Leadership
- Strategic Planning & Marketing
- Group Problem Solving
- Colonel (Ret) U.S. Army
- Speak / Write / Read Arabic
- Senior Advisor / Mentor / Liaison
- Operational Efficiencies
- Talent Development / Utilization
- Continuous Improvement

PROFESSIONAL EXPERIENCE

CENTER FOR CREATIVE LEADERSHIP (CCL), Greensboro, NC

2013 – Present

Middle East Regional Director

- Generated \$900,000 in new customized leadership development contracts and open enrollment courses.
- Developed and managed strategic partnership opportunities at the C-Suite level resulting in contract approval.
- Negotiated with a Saudi sub-contractor to provide the assessment for selection for 100 Saudi employees as part of a larger CCL contract with a major Saudi company providing secure e-services to the Saudi Government.

GENERAL ELECTRIC, Greenville, SC

2010 – 2012

Quality Engineer

- Utilized quality improvement tools (i.e. Six-Sigma, Agile, Lean, and Change Acceleration Process) to increase productivity, improve on-time delivery, and eliminate waste.
- Tracked and analyzed weekly performance indicators for an international engineering project and coordinated with responsible managers and engineers to maintain a greater than 90% on-time delivery status.
- Mentored Green Belt level personnel in applying the Six-Sigma process resulting in reduced errors, improved quality, and enhanced operations.

FAMILIES UNITED TOWARD UNIVERSAL RESPECT – FUTURE

2005 – Present

Co-Founder and President, U.S. based non-profit, 501C3, organization, www.womenforfuture.org

- Facilitated strong relationships with the Iraqi Embassy and the Kurdistan Regional Government offices in Washington, D.C., and with officials inside Iraq by providing focused and strategic planning for the organization.
- Raised \$400K+ in donations over the last 8 years by conducting international fundraising efforts.
- Expanding outreach of programs to Arab women throughout the Gulf Region and entire Middle East

IZ TECHNOLOGIES, Baghdad, Iraq

2008 – 2009

Senior Consultant on a Department of Defense contract with the Government of Iraq (Gol)

- Provided strategic level consulting to the Iraqi Ministry of Communications for an e-Government solution.
- Designed and coordinated plans to transition U.S. Army Corps of Engineers communication assets to establish a Gol Data and Network Operations Center in support of 37 Gol ministries for Finance, HR / Payroll, document management, e-mail, and VoIP services.

IDEAL INNOVATIONS INC., Baghdad, Iraq **2007 – 2008**

Project Manager for biometrics based Iraq National Identity Card (INIC)

- Provided continuous planning, management, and coordination with U.S. Department of State's Iraq Transition Assistance Office and various Iraqi ministry personnel to execute a 600,000 Iraqi civilian ID card program during the surge of U.S. combat forces into Baghdad and surrounding regions inside Iraq.

RAUCH ALLIED, Leesburg, Virginia **2006 – 2007**

Director, Middle East North Africa Business Development Group

- Established partnerships with companies in the International Zone, Baghdad, Kuwait City, Riyadh, and Dubai.
- Obtained exclusive agreement with the largest water drilling company in Saudi Arabia to develop water conservation and water purification projects within the Kingdom.
- Provided direct contact for US companies to senior decision makers in the Iraqi Ministries of Defense/ Planning.

MULTINATIONAL SECURITY TRANSITION COMMAND, Baghdad, Iraq **2005 – 2006**

Senior Coalition Civil-Military Advisor

- Assisted in establishing the plans, policies, and procedures necessary for ministerial capacity building within the Iraqi Joint Forces Headquarters.
- Guided critical Iraqi decisions concerning the military leadership structure of the Iraqi Joint Headquarters Staff and was invited to attend the presentation of these recommendations to the Iraqi Minister of Defense.
- Communicated closely with senior Iraqi Ministry of Defense military and civilian personnel and advised them on issues dealing with civil-military affairs.

U.S. ARMY RESERVES **1996 – 1999, 2001 – 2004**

Lieutenant Colonel, Worldwide Assignments **2001 – 2004**

- Formulated, planned, organized, and administered a \$250M per year program to pay a monthly cash stipend to over 315,000 former Iraqi military personnel at 9 locations across Iraq in efforts to stabilize the country and transitioned these payments to 159 bank locations in 15 provinces within four months.
- Managed a yearly budget of \$1.3M and hired 800 Iraqi employees across Iraq to administer the above project.
- Provided liaison and negotiated with multiple groups of former senior Iraqi military officers, civilian and government officials, and local Iraqi employees resulting in high levels of trust and cooperation.
- Instructed U.S. Army personnel on the cultural, history, language, and social behaviors of the Middle East as part of Task Force Warrior, the mission to train Free Iraq Forces in support of Operation Iraqi Freedom.

SAUDI ARABIAN INTEGRATED LOGISTICS SYSTEMS (SAILS), Riyadh, Saudi Arabia **1995 – 1996**

Director, Arabic Translation Services

- Doubled production of 50 multi-national translator personnel from various Middle East countries within a 6 month period resulting in an average of 5000 pages translated monthly.
- Managed the company's budget, personnel, and administrative activities.

TRW SYSTEMS OVERSEAS, Riyadh, Saudi Arabia **1993 – 1995**

- Provided liaison to the Royal Saudi Infantry Corps as part of a Bradley Fighting Vehicle Modernization Program.
- Provided administration support to 21 U.S. employees, coordinated hiring of local nationals with our Saudi Joint Venture partner, and networked with other local Saudi officials to facilitate issues related to company personnel.

EDUCATION

- **MBA** with concentration in Entrepreneurship and Innovation, Clemson University, Clemson, SC, Dec 2012
- **Arabic Language Studies**, Defense Language Institute, Monterey, CA, 1989
- **BS**, Engineering and Arabic Studies, United States Military Academy, West Point, NY, 1981

SPECIAL RECOGNITION

- Special recognition while in Kurdistan from Mrs. Hiro Talabani, wife of Iraqi President Jalal Talabani, for humanitarian service, nation building, and reconciliation with FUTURE's "Hugs for Healing" Program
- Promoted to Colonel in the U.S. Army Reserves, Feb 2006
- Army Reserve Magazine news article covering stipend pay program in Iraq, Winter 2004
- Highlighted on CNN news coverage of stipend pay program for former Iraqi military, Sep 2003
- Military Honoree at Dee Events Center, Ogden, UT "Welcome Home to Troops", 1991
- Honoree on "Operation Family Front" TV program hosted by Merrill and Marie Osmond, 1991