



Mustapha Orfali

Economic Specialist

Skills

- Research & Analytics
- Presentation & Public Speaking
- Relationship Development
- Industry Knowledge
- Conflict Resolution

Education

- American University of Beirut (Beirut, Lebanon)
Master's degree - Finance (in progress)
- American University of Science and Technology (Beirut, Lebanon)
Bachelor's degree - Economics

Languages

English - Native

Arabic - Native

Personal Information

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- 📍 Beirut, Lebanon

About Me

Economic Specialist with 9 years of experience in economic policy, industrial strategy, and project management, focusing on economic recovery, public-private partnerships, and sustainable development. Proven expertise in stakeholder engagement, program execution, and impact assessment across public and private sectors. Led major economic transformation initiatives in the UAE, including the Abu Dhabi Local Content Program, driving economic growth and local business competitiveness. Strong background in economic stabilization policies, post-crisis recovery strategies, and governance frameworks. Beyond my professional endeavors, I am a published researcher on economic policies and a committed advocate for sustainable economic development.

• Experience

• Economic Specialist

Zamakan Management Consultancies · January 2023 – Present · In-house

As an Economic Specialist at Zamakan Management Consultancies, I play a pivotal role in driving business development and optimizing client performance. My responsibilities span a broad spectrum of strategic and operational tasks aimed at fostering sustainable growth for clients and enhancing the consultancy's service offerings.

- Advise governments, private sector entities, and international organizations on economic development and industrial strategy.
- Lead market assessments, economic impact analyses, and policy recommendations to foster business growth and sustainability.
- Enhanced ICV scores for manufacturing clients, increasing local procurement efficiency.
- Strengthened stakeholder engagement with government agencies and industry leaders to align with national development goals.

• Economic Specialist

Abu Dhabi Department of Economic Development · June 2019 – January 2023 · In-house

As an Economic Specialist at the Abu Dhabi Department of Economic Development, I led transformative initiatives, including the Abu Dhabi Local Content Program (application of ICV Program) and the Financial Ecosystem Program, from June 2019 to January 2023. Through strategic collaboration and program development, I significantly boosted local government procurements and facilitated access to financial tools for Abu Dhabi companies, contributing to the emirate's economic growth and prosperity.

- Spearheaded economic recovery programs and industrial incentives, increasing local spending by 20% and fostering SME growth.
- Developed policy frameworks for economic diversification and public-private partnerships to stimulate sustainable industrial expansion.

- Led the Abu Dhabi Local Content Program, boosting Emiratization, enhancing financial access for businesses, and optimizing industrial competitiveness.
- Conducted impact evaluations and policy reviews to ensure program effectiveness and alignment with economic resilience strategies.
- Organized and hosted high-level economic forums (e.g., GMIS, ADIPEC, UAE-India CEPA Conference) to drive regional and global cooperation.

- **Board Member & Treasurer**

Lebanese Economic Association · June 2016 – Present · In-house & Remote

As a Board Member and Treasurer at the Lebanese Economic Association since June 2016, I've played a key role in guiding the association's activities. Responsible for financial oversight, event organization, and research facilitation, I've contributed to fostering economic discourse and knowledge dissemination in Lebanon.

- Led economic research and policy discussions on topics such as post-crisis economic recovery, Syrian refugee impact, and fiscal policies.
- Oversaw financial planning and fundraising strategies to support economic policy research initiatives.
- Organized multi-stakeholder dialogues to enhance policy coordination between the private sector, academia, and government.

- **Key Projects & Initiatives**

- **Economic Stabilization & Recovery:** Contributed to policy frameworks on economic crisis response, post-conflict rehabilitation, and fiscal reform.
- **Industrial Development & Incentives:** Designed financial ecosystem programs to increase SME competitiveness and expand industrial investment.
- **Public Policy & Governance:** Advised on decentralization, public financial literacy, and labor market reforms in Lebanon and the UAE.

- **Skills & Expertise**

- Economic Policy & Strategy
- Project Execution & Monitoring
- Stakeholder Engagement & Negotiation
- Governance & Public-Private Partnerships
- Research & Impact Analysis
- Conflict Resolution & Post-Crisis Economic Recovery