

CURRICULUM VITAE

Family name: Makhtoob
First names: Shawqi
Date of birth: 11.6.1970
Passport holder: Palestinian

Education:

Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
<ul style="list-style-type: none">National Institute for Administration, Palestine, 5/2004 – 3/2005	<ul style="list-style-type: none">Commercial Attaché program
Bogazici (Bosphorous) University, Istanbul, Turkey, 1992 - 1997	Bachelor In Engineering

Language skills: Indicate competence on a scale of A1 to C2

Language	Reading	Speaking	Writing
Arabic	C2	C2	C2
English	C2	C2	C1
Turkish	C1	B1	A1

Membership of professional bodies:

- Palestinian Engineers Association Jordanian Engineers Association
- Member of marketing Profs.com
- Member of the Technical Advisory Team on WTO Accession
- Member of the national team on negotiating a Full Association Agreement with the EU
- Top contributor at Trip Advisor

Key Qualifications (relevant to the project)

- Leading the formulation of the Sustainable Local Economic Development Strategy in the Gaza Strip
- Bethlehem local economic development strategy, Selecting priority economic sectors for value chain upgrading
- North Hebron local economic development strategy, Selecting priority economic sectors for value chain upgrading
- Leading the formulation of the first National Export Strategy for Palestine,
- Leading the formulation of a branding strategy for Palestinian exports, designing and launching the brand as a distinctive quality mark for Palestinian exports,
- Strategy review of the Business Women Forum
- Leading the strategic planning of Leather and Shoes Association
- Leading the strategic planning of the Paper Industries Union,
- Leading the formulation of the Engineering and Metal Union strategy,
- Leading the formulation of Palestinian Network for Small and Microfinance (Sharakeh),
- Strategic review of the The Portland Trust,
- Strategy formulation of The United Nation Relief and Works Agency – MD Departments in Palestine, Jordan and Syria,
- Strategy review of The Palestinian Importers Association.
- Facilitate and follow up the implementation of the first Public Private Joint Agenda.
- Support the preparation of the EU-Palestine Action Plan.

- UNRWA-MD (Microfinance Department), conducting a strategic review and facilitating annual strategic and performance reviews for their departments in Palestine, Jordan, and Syria.
- GTZ, facilitate the Solid Waste Program, Solid Waste Management Strategy in Palestine.
- National Economic Public Private Dialogue: support the implementation of the first Palestinian public private joint agenda.
- Strategist, Palestinian Network for Small and Micro Finance (Sharakah), Strategic Management Assessment/Strategic Restructuring.
- The Portland Trust, Assessing projects effectiveness towards reaching strategic objectives.

Other skills:

- Designing, developing and managing entrepreneurial initiatives.
- Strategic planning, including a tailored-design customer driven strategic approaches.
- Sustainable local economic development techniques and approaches.
- Integrated Export Development Approaches for TSIs and businesses, including environmental mainstreaming, gender mainstreaming, sustainability and developing fundraising capacity.
- Entrepreneurial institutions and businesses.
- Extensive knowledge of public and private sector institutions' needs and aspirations.
- Deep understanding of and practical experience in policy formulation process using PPD as the main platform for developing a business-enabling environment.
- Good understanding of WTO rules and disciplines (GATT, GATS, and TFA).
- Experienced in and understanding of Palestinian trade agreements with other countries.
- Marketing (accumulative marketing), export development strategies and branding.
- Promising sectors vs promising companies and sunrise industries supporting local economic development.
- Good knowledge in the rules of origins and bilateral and diagonal cumulation.
- Wide network of contacts in academic, government, business in Palestine, Palestinian diaspora and in regional and international markets.

Professional Summary

Highly experienced trade policy expert, strategist and business development specialist with key expertise in accumulative and integrated marketing. Over 15 years of experience in developing trade and economic policies especially integrated export strategies and approaches, sustainable local economic development, trade facilitation, trade in services, digital economy and green economy. Leading many entrepreneurial initiatives in Palestine, especially in; the introduction of the first National Export Strategy for Palestine, the Sustainable Local Economic Development Strategy in the Gaza Strip, formulating a branding strategy for Palestinian exports, designing and launching the brand as a distinctive quality mark for Palestinian exports, and in developing a public private partnership model towards a business enabling environment in Palestine. Participated effectively in the formulation and drafting of many laws and trade agreements like the companies' law, the industry law, e-commerce law and the IAA with the EU etc.

Managed entrepreneurial projects like "Creating an Enabling Environment for Green Exports in Palestine", "The role of Youth and Academia in Developing a Knowledge Based Economy", "formulation of the first National Export Strategy for Palestine", developing the first Non-Tariff Measurement (NTM) Report for Palestine, and developing strategies for Trade in Services especially for ICT, Tourism, Finance and Business Related Services.

Leading the formulation of many strategies and business plans for many national and international agencies and companies in different economic sectors. Conducted many training sessions in strategic planning, marketing strategies for SMEs and the need for digital marketing, entrepreneurial skills, and the use of environment as marketing tool.

Co-author of many publications including, *The Economic Development of the Jordan Valley*, *The Union for the Mediterranean: The Barcelona Process and the Two State Solution*, *The Arab Peace Initiative and the Israeli-Palestinian Peace: The Political Economy of a New Period*, and *The Economic Dimensions of a Two-State Agreement*. Developed expertise in building entrepreneurial institutions, SMEs internationalization and promotion. In addition to being a speaker in many conferences.

Professional experience

Date from - Date to	Location	Company & reference person	Position	Description
10/2011-12/2018	Palestine	Palestine Trade Centre-PalTrade	Director Trade Policy & Member of Management Unit	<ul style="list-style-type: none"> - Designing, formulating and fundraising of export development programs. - Supervising the implementation of different projects in the field of export development, Export Strategy, Exports branding, Trade policy, trade in Services project, and Trade Facilitation. - Preparing private sector position on many issues (trade policy development process, effective participation of private sector in formulating economic policies, etc.) - Leading in many entrepreneurial initiatives in Palestine especially in; <ul style="list-style-type: none"> o The introduction of the Exporter of the Year Award o Formulating a branding strategy for Palestinian exports and in designing and launching the brand as a distinctive quality mark for Palestinian exports. o Developing a public private partnership model for management and development of cultural heritage sites in Palestine. - Managing entrepreneurial projects <ul style="list-style-type: none"> o "Creating an Enabling Environment for Green Economy in Palestine Project", in o "The role of Youth and academia in developing a knowledge based economy". - Leading the formulation of many strategies and business plans, examples include, the first National Export Strategy for Palestine (the technical team), the first Non-Tariff Measures report for Palestine.

10/2010 – 10/2011,	Palestine	Core Associates	Consultant	<ul style="list-style-type: none"> • Wide range of consultancy work as a Trade Policy Specialist and business development advisor with focus on institutional and business strategy. • Leading the strategic planning of Leather and Shoes Association, Paper Industries Union, Engineering and Metal Union, Palestinian Network for Small and Microfinance (Sharakeh), The Portland Trust, The United Nation Relief and Works Agency – MD Departments in Palestine, Jordan and Syria, The Palestinian Importers Association. • In addition to the involvement in formulating the National Sectors Strategy for Economic Development, and The Solid Waste Sector Strategy.
7/2009- 10/2010	Palestine	Private Sector Technical Unit	Economic consultant Policy	<ul style="list-style-type: none"> • Facilitate and follow up the implementation of the first Public Private Joint Agenda. • Preparing private sector position on many issues (trade policy development process, effective participation of private sector in formulating economic policies, etc.) • Participating in formulating the “Sectors Strategy of Economic Development” with the Ministry of National Economy

8/2008 7/2009,	– Palestine, Jordan	Freelance consultancy	Economic Policy consultant, strategist, business development consultant	<ul style="list-style-type: none"> • Economic Policy consultant, Ministry of Finance, Assisting in the preparation of the EU-Palestine Action Plan. • Strategist, UNRWA-MD (Microfinance Department), conducting a strategic review and facilitating annual strategic and performance reviews for their departments in Palestine, Jordan, and Syria. • Strategist/Moderator, GTZ, Solid Waste Program, Solid Waste Management Strategy in Palestine. • Economic Advisor, National Economic Dialogue Conference III, Co-Author, paper on the Israeli Impediments and the Palestinian Private Sector priorities under the continuation of the recent situation. • Strategist, Palestinian Network for Small and Micro Finance (Sharakah), Strategic Management Assessment/Strategic Restructuring. • Strategist, The Portland Trust, Assessing projects effectiveness towards reaching strategic objectives. • Business Development Expert, PEM, Meso Partner, Selecting priority economic sectors for value chain upgrading within the context of local economic development. • Economic Policy Consultant, Aix Group, co-author of many papers, examples include; Economic Development of the Jordan Valley, and Barcelona Process, Union For the Mediterranean initiative.
7/2004- 8/2008	Palestine	Palestinian Federation Industries, Industrial Modernization Center	of Sectors Upgrading Manager	<ul style="list-style-type: none"> • Working on the private sector policy agenda and in formulating specific industrial policies for Palestine. • Leading the process of preparing sectoral studies for stone and marble, food processing, textile and pharmaceutical industrial sectors. • Leading the process of strategic restructuring and capacity building of many industrial association. • Designing developmental programs, targeting strengthening the industrial sectors' competitiveness locally and internationally. • Participate in the design of the Marble and Stone Vocational and Training Center located in Palestine Polytechnic University. • Trainer in the fields of strategic restructuring and Marketing. • Designing and implementing the first national Palestinian Industries Road Show. • Prepare proposals for policy formulation, position papers, upgrading programs, institutional building.

3/1999 - 2/2001	Palestine	Ministry of National Economy	Industrial Developmen t Department, Licencing Vice Manager	<ul style="list-style-type: none"> • Participating in the evaluation of feasibility studies and reviewing EIA for any proposed project applying for a license. • Follow up the implementation of environmental conditions in the industrial enterprises.
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Other relevant information (eg. Trainings, publications etc.)

1. **FURTHER CONSULTANCIES**

- Pre feasibility study for a lime processing plant in Palestine.
- Pre feasibility study for a calcium carbonate processing plant in Palestine.
- Part of the team who worked on the pre-feasibility study of the agribusiness industrial park in the Jordan River rift valley.

2. **ADDITIONAL TRAINING:**

- Internationalization of SMEs
- Entrepreneurial Eco Systems
- Promotion and Management of SMEs
- Trade in Services
- Local Economic Development
- Environmental Management Systems
- Planning and Modern industrial management
- Social Market Economy
- Accumulation in Rules of origin and The Palermo protocol
- Industrial Project Identification, Formulation And Screening

- Project Preparation And Appraisal
- Negotiation skills