

Mohammed Usrof

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EDUCATION

Georgetown University, Doha, Qatar September 2021-June 2025

Bachelor's degree of Science in Foreign Service (BSFS)

Major in International Economics with a minor in Government and a certificate in Arab and Regional Studies (CARS)

Scholarships and Achievements:

- Founded the Georgetown Student Consulting Club, the Moot Court Club, and President of the Best Buddies Club (2021-2024).
- Batch Representative and Member of Student Government (2021-2022).
- Selected for the Community Engagement Program at Jordan with Georgetown University and Habitat for Humanity (2023).

PROFESSIONAL EXPERIENCE

PricewaterhouseCoopers LLP (PwC), Doha, Qatar May 2023-July 2023

Summer Advisory Consulting Intern

- Delivered 2 projects to Public Sector and Justice clients including operating and service delivery model, development of technology and innovation strategies, process reengineering, and alignment with National Strategies.
- Conducted in-depth analysis of legislative frameworks for a ministerial body, providing benchmark research for decision-making, and prepared bilingual meeting notes for high-level engagements with Deputy Ministers and Undersecretaries.
- Researched relevant global indices to support the analytics and provide rankings and national scores, while performing PESTEL and SWOT analysis to understand the parameters of research for 2 projects and a request for information (RFI).

Qatar Foundation (QF), Doha, Qatar August 2022-October 2022

Board Management Intern - Corporate Governance

- Drafted the governance manual alongside the business excellence department, and prepared notes for local companies, centers, and division, and performed analytic reviews of financial performance and financial position in Arabic and English.
- Carried out due diligence procedures to ensure compliance with QF regulations, and managed auditing for QF bodies.
- Led direct engagements with QF's CEO office, its affiliates, and partners entities, managing discussions with senior company representatives (e.g., board members, senior management) to communicate the Board Management Office's perspectives on key issues and advocate for corporate governance best practices in both English and Arabic.

HEC Paris in Qatar, Doha, Qatar June 2022-August 2022

Business Development and Sales Intern

- Collected and organized data from financial proposals, business plans, contracts, NCPs, CPPTs, tenders, invoices, etc. which led to an increase of 60% in programs from 2011 to 2022 alongside other analytics.
- Developed custom executive education programs, and analyzed market trends and identified opportunities, tailoring 40+ programs to meet the unique needs of companies in the banking, health, tech, and art sectors across the MENA region.
- Implemented a Customer Relationship Management (CRM) system, streamlining outreach efforts and creating a solid foundation for building valuable connections with over 200 leads, fostering a network of strategic partnerships.

EXTRACURRICULAR ACTIVITIES

Climate Alliance for Palestine, remote and USA January 2024-present

Co-Founder and President

- Wrote three articles and an exposé on crude oil and gas supply chains funding Israel post-ICJ ruling by Oil Change International.
- Mobilized and organized three campaigns revolving around international law and youth advocacy, stopping the ecocide, and partnerships with BDS and Oil Change International to better inform oil companies on compliance with international law.
- Led a research team on informing the new ICC Office of the Prosecutor policy on environmental crimes through a detailed report.

COP28 Presidency, Dubai, UAE & New York City, USA March 2023-January 2024

International Youth Climate Delegate

- Led and spoke at five panels on topics mainly revolving around climate justice, finance, and mitigation in conflict-affected areas.
- Developed a strategy for the State of Palestine on adaptation and the loss & damage fund considering its state of de-development.
- Engaged in four high-level discussions at the UNGA with ministers and world leaders on youth inclusivity and climate change.
- Selected to Speak at the UNGA in NYC for an event hosted by Dubai Cares and COP28 on Education and Sustainability.

CERTIFICATIONS AND AWARDS

Davis Projects for Peace by Middlebury College and Georgetown University March 2024

Regional Feminist Peace and Security School (Turkey & Tunisia) by the Friedrich Ebert Foundation and GIZ March 2024

Research Fellow and Youth Council Director by Slow Factory January 2024

Mastering Climate Negotiations by the Negotiation and Conflict Resolution Collaboratory at Harvard Kennedy School December 2023

GU-Q Sustainability Competition – 1st place May 2023

SKILLS AND PERSONAL INTERESTS

Languages: English (Fluent) • Arabic (Native) • French (Intermediate) • Spanish (Beginner)

Computer skills: Python • Stata • R • C • CSS • Ruby • HTML • IBM • Tableau • PowerBI • Azure • Excel • PowerPoint • Adobe

Soft skills: Time management • Communication • Self-discipline • Analytical thinking • Empathy • Adaptability • Research

Interests: Running • Journaling • Climate Change • Activism • Fitness • Reading • Community Involvement • Human Rights