

IBRAHIM H. ALSALEM, ChE

Chartered Economist | MSc Imperial College London | BSc Economics & Psychology, University of Michigan
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PROFESSIONAL SUMMARY

Applied economist and research specialist with 10+ years designing research methodologies and conducting sector research, benchmarking, and predictive modeling across Saudi public institutions and the private sector, spanning labor markets (Takamol), cross-sector consulting (Strategic Gears), national digital-project portfolios (Elm), tourism (Saudi Tourism Authority), and national policy (Ministry of Economy and Planning). Built national-scale econometric and forecasting models in R, Stata, and Python, analyzing economic indicators statistically and over time; led labor-market policy and regulatory impact analysis whose findings fed into published national strategy documents. Dual training in Economics and Psychology (Michigan) and an MSc in Economics & Strategy for Business (Imperial College London) underpin a rigorous, continuously evolving methodological approach, quantitative and qualitative. Chartered Economist (GAFM); native bilingual Arabic–English with deep regional knowledge across the GCC.

CORE COMPETENCIES

Research & Methodology: Research Methodology Design · Sector Research · Competitive Landscape Analysis · Benchmarking · Policy & Regulatory Impact Analysis · Trend Forecasting

Quantitative Methods: Econometric Modeling · Time-Series & ARIMA · Regression Analysis · Impact Evaluation · Demand & Segmentation Modeling · Surveys & Data Collection Design

Tools & Visualization: R · Stata · Python · SQL · Power BI · Tableau · Excel (Advanced) · R Shiny

Domain: GCC Markets · Public Sector Research · Tourism & Consumer Sectors · Digital & Technology · Vision 2030 · Cross-Border Analytics

PROFESSIONAL EXPERIENCE

Independent Economic Consultant

2025 – Present

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Riyadh, KSA

- Designed and delivered an end-to-end market research engagement (GCC/Jordan): consumer segmentation, willingness-to-pay modeling, and competitive analysis translated into a quantitative pricing and market-entry strategy.
- Advising private-sector clients on sector research, demand modeling, and expansion strategy aligned with Vision 2030.
- Maintaining active research and modeling output in R and Stata; completing CFI Business Intelligence & Data Analyst (BIDA) and Financial Modeling & Valuation Analyst (FMVA) certifications.

Economic Expert — Labor Market Policy

2023 – 2025

Ministry of Economy and Planning

Riyadh, KSA

- Lead researcher for the labor market team; designed and continuously refined research methodologies at national scale using multi-year datasets, with end-to-end ownership from research design through data collection, modeling, and reporting.
- Owned three flagship research workstreams: (i) unemployment modeling and predictive forecasting, (ii) foreign-worker remittance forecasting integrating multi-source administrative data in coordination with 10+ government bodies, and (iii) shadow-economy estimation.
- Analyzed the impact of labor-market policies and regulatory developments; produced research reports, technical notes, and policy briefs whose findings fed into published national strategy documents and reached the highest levels of government.
- Communicated research findings through decision-ready reports and presentations for ministerial leadership and inter-ministerial committees, supporting cross-government knowledge-sharing across functional areas.

Assistant Commercial & Data Insight Manager

2023

- Led sector research on the inbound tourism portfolio: demand pattern analysis, competitive benchmarking of source markets, and segmentation modeling using consumer, economic, and behavioral data.
- Produced economic impact analyses, predictive revenue forecasts, and competitive intelligence reports supporting multi-million SAR investment and commercial decisions.
- Designed and maintained executive dashboards and analytical reports communicating research findings to internal and external stakeholders.

Senior Analyst, Programs & Planning**2019 – 2020***Elm Company · Saudi Arabia's leading digital solutions and technology firm**Riyadh, KSA*

- Led research and analytical workstreams across the Programs & Planning contract portfolio, spanning national-scale digital projects and their data, applying scenario and sensitivity analysis within multi-year planning frameworks.
- Designed KPI scorecards and consolidated enterprise-wide budget forecasts, financial performance data, and program delivery timelines into integrated research and reporting outputs for senior leadership.

Associate Consultant**2018 – 2019***Strategic Gears · Management consulting**Riyadh, KSA*

- Cross-sector research and competitive analysis for Saudi public and private-sector clients: organizational performance reviews, market assessments, and competitive intelligence across government, financial services, and consumer sectors.

Business Intelligence Analyst**2015 – 2018***Takamol Holding · Digital platforms for Vision 2030 labor-market reform**Riyadh, KSA*

- Developed mathematical and econometric models in R and Stata supporting national labor-market research, including topical reports on telework and adjacent workforce dynamics.
- Built the BI infrastructure for Takamol's e-learning platform; concurrently served as analytical advisor to three VPs within the Saudi Employment Department.
- Designed dashboards and simulations measuring program effectiveness and supporting Vision 2030-aligned business cases.

Behavioral Economics Consultant (Part-time, Daily Rate)**2017***Hawaz · Concurrent engagement during Takamol tenure**Riyadh, KSA*

- Brought in to develop and present a behavioral economics RFP submission to the Ministry of Health — bid was successful and won.
- Applied behavioral and econometric techniques to public-sector service design with downstream application to consumer choice analysis in regulated markets.

EDUCATION**MSc Economics & Strategy for Business — Merit****2020 – 2022***Imperial College London**London, UK*

- Advanced training in econometrics, macroeconomic modeling, business strategy, and quantitative finance.

BSc Economics & BSc Psychology (Dual Degree), Minor in Mathematics**2010 – 2015***University of Michigan-Ann Arbor**Ann Arbor, MI, USA*

- GPA 3.55 / 4.00 · Dean's List · Quantitative coursework in econometrics, statistics, behavioral science, and applied mathematics.

CREDENTIALS & LANGUAGES

Certifications: Chartered Economist (ChE) — GAFM, ID 81690725, valid through Apr 2028 · Advanced Data Storytelling — Boston University (2018) · BIDA (in progress) and FMVA (planned), Corporate Finance Institute

Languages & Regional Knowledge: Native bilingual Arabic and English · Deep regional knowledge across the GCC through schooling, professional engagements, and an active regional network.