



**SAMEERA BABA**

PLAY THINK LEARN

## FIELD EXPERIENCE:

Sameera presents over 180 practical, high-energy training workshops and programs targeting over 200 participants each year in many domains.

Recognized locally as one of the aspiring thinkers in the field of training and development, coaching, and marketing and sales. She has been featured regionally in multiple programs to empower youth, entrepreneurs, young professionals and other fields executives & professionals.

She applies the concept of (Play Think Learn) strategy in delivering her trainings, where trainees are required to perform 80% of the concepts learned during the sessions via highly interactive activities and role plays then reflect their learnings, such model enables trainees to better learn and have an in-depth understanding of the learning outcomes.

Sameera was named one of the top 100 women influencers in Bahrain in years 2017-2018-2019 by Business in Gulf and The Start Up magazines for her contribution in training field.

## BRIEF

Sameera is an ambitious entrepreneur who has developed her career in training, especially in projects aiming towards empowering the youth development, leadership skills and self-development; she has managed major projects on national and regional level in the last 6 years with targeted number of beneficiaries exceeding 9000 trainees and over 1000 training days in total.

During her earlier career stages she acted as key accounts executive at Legend PAPI "March-1999" until her last official position as an employee at Bahrain Institute for Banking & Finance as Special Projects and Business Development Manager. Sameera has accumulated over 22 years of experience in Management, Training and Development, Marketing, Sales, Business Development & Customer Service Field, today she is the owner and the "Chief Initiatives Officer" in her own company (Mubadara for Business Consultancy) and she provides consultations services and highly contextualized training workshops for many organizations both locally and regionally in both Arabic and English, developed to match the cultural and environmental background of her audiences.

In addition, she has experience in delivering Leadership and Management (ILM-UK) trainings, Sales and Marketing programs with Institute of sales Management (ISMM-UK) and Coach Training Programs by Association of Coaching-UK and co-delivered programs which are approved under International Coach Federation (ICF).





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## MEMBERSHIPS & AFFILIATIONS

Sameera is a board member in Bahrain Society for Training and Development, she is handling the Director of Professional Development and Youth Leadership Programs and Past President of ICF Bahrain Chapter (2018-2020).

## QUALIFICATIONS

- Academic Qualifications:
  - BSc in Marketing & Management – University of Bahrain
- Professional Qualifications:
  - Professional Agile Coach – ICP-ACC-IC Agile
  - Professional Product Owner I – Scrum.org
  - Introduction to Innovation – Applied Innovation Institute
  - Certificate in Using Instructional Materials and Technology to Promote Learner Engagement – Quality Matters
  - Certified Professional Scrum Master I & II– Scrum.org
  - Certificate in Teaching Online – An Introduction to Online Delivery –Quality Matters
  - Certificate in Connecting Learning Outcomes and Assessment – Quality Matters
  - Certificate of Completion in Peer Review Course – Quality Matters
  - Certificate of Completion in Applying the Quality Matter Rubric-Quality Matters.
  - Agile Team facilitation – IC Agile Professional Certification – IC Agile
  - SHRM Certified Professional - CP
  - Professional Certified Coach-PCC- International Coaching Federation-ICF.
  - HABC- Level Three – International award in Delivering Training
  - Diploma in Leadership & Management accredited by the Chartered Management Institute, UK, Bahrain Institute of Banking and Finance (BIBF), Bahrain.
  - Essential Training for Assessors and Quality Assurance – City and Guilds (ILM) – QFBA-Qatar.
  - Occupational testing course certified by SHL-Level One, Bahrain
  - Institute of Banking and Finance (BIBF), Bahrain
  - Planning and Delivering Training Sessions to Groups – level 6- 8 credits - Scottish Qualification Framework - Quest (Scotland) Ltd.



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## TRAINING AREAS OF EXPERTISE:

Sameera has designed and facilitated many training programs throughout her career, below is a list of few areas:

- Leadership development projects for major companies in the Kingdom (both training and coaching projects)
- Coach training programmes (for over 200 coach practitioners and ICF and AC approved programmes)
- Problem solving & creative thinking using Design Thinking process for improvement projects.
- Emotional intelligence & communication skills within and among different teams
- Improving customer experience projects
- Team performance development (both training and coaching projects)
- Planning and organizing skills for personal and professional effectiveness.
- Upskilling sales teams
- Train the trainer (trained over 300 trainers)
- University graduates' programmes at major companies in the Kingdom.

## CLIENTS SERVED

- **MAJOR CLIENTS SERVED (MC):**
- **Golden Trust - Bahrain**
- **Beckett McInroy Consultancy - Bahrain**
- **Seed Institute - Bahrain**
- **Origin Training Center - Bahrain**
- **Nama International Institute - Oman**
- **Al Mashreq Training - Bahrain**

## CLIENTS SAMPLE

- Jawad Business Group - Bahrain
- Electricity and Water Authority - Bahrain
- Bahrain International Circuit - Bahrain
- Al Ghalia Group – Dessange - Bahrain
- Ebrahim Khalil Kanoo - Bahrain
- Zain - Bahrain
- British School - Bahrain
- BMMI - Bahrain
- Foulath - Bahrain
- Bahrain National Gas Company - Bahrain
- Bahrain Airport Company - Bahrain
- Bank of Bahrain and Kuwait - Bahrain
- Solidarity - Bahrain
- Indevco Group - KSA
- Sultan Bin Abdulaziz Humanitarian City -KSA
- Oman Liquefied Natural Gas LLC (Oman LNG) - Oman
- Ministry of Education - Oman

*For more clients reference please visit  
(<https://sameeraalibaba.com/cleints/>)*





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## CONTACT INFO



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[www.sameeraalibaba.com](http://www.sameeraalibaba.com)

## TRAINING FACTS

- Training Delivery Methodology

- All workshops are highly interactive in nature; the training is delivered via various tools such as:
- Presentations
- Role Plays
- Class room and group discussions
- Handouts
- Exercises
- Videos
- Case Studies

- Assessment Tools

- Pre and post training assessment is available to all trainings based on client's unique planned objectives to measure the learning outcomes of the training sessions to its attendees.

- Training Language

- The workshop can be delivered in both (Arabic and English) according to the client's request