

ARYO KIANI

LEARN • APPLY • LEAD

PROFESSIONAL  
**TRAINING &  
CAPABILITY  
DEVELOPMENT**  
PORTFOLIO

Project Management • Project Controls & Risk •  
Leadership & Management Systems •  
AI for Management & Decision-Making



PROJECT  
MANAGEMENT



PROJECT  
CONTROLS & RISK



LEADERSHIP &  
MANAGEMENT SYSTEMS



AI FOR  
MANAGEMENT

## Aryo Kiani

Helping organizations strengthen project delivery, operational performance, and professional capability through practical, industry-focused learning programs.



# About Aryo Kiani

EDUCATOR | CAPABILITY DEVELOPER | CONSULTANT

15+ years of diversified experience in project management, project analysis, business analysis, product management, consulting, training, and capability development.

I enable organizations to improve project delivery, enhance performance, and build future-ready capabilities through practical learning, advisory services, and maturity initiatives.



**PRACTICAL EXPERTISE.** 15+ years leading and supporting projects across multiple industries including Energy, Infrastructure, IT, and Services. Strong foundation in project management, project controls, risk management, business analysis, and training.



**CONSULTING IMPACT.** 5+ years as a consultant in the MENA region driving Project Management Maturity and Capability Development programs for large organizations. Focused on building PMOs, improving governance, and elevating organizational maturity.



**PROFESSIONAL CREDENTIALS.** PMP® (Project Management Professional) and PSM I (Professional Scrum Master I) certified. Strong understanding of predictive, agile, and hybrid delivery approaches.



**INDEPENDENT EDUCATOR & CONSULTANT.** Deliver learning programs and advisory services with Mericler, a Canadian training and education services provider, in the MENA region as an independent consultant and educator.



**INDUSTRY EXPERIENCE.** Worked with the National Oil Corporation of Libya (NOC) and major energy companies such as Waha, Sarir, Zallaf, Harouge, Brega, Zuetina, Sirte, and others, in addition to 20+ organizations across the region.

### EXPERIENCE SNAPSHOT



#### 15+ YEARS

of experience across Project Management, Project Analysis, Business Analysis, Product Management, Training, and Consulting.



#### 5+ YEARS

as a consultant in the MENA region specializing in PM Maturity and Capability Development programs.



PMP® (Project Management Professional) certified (since 2020).

\*Professional certifications may appear under the legal name Ali Hosseini.



Independent consultant and educator with Mericler in the MENA region delivering training and development programs.



Worked with 20+ organizations including the National Oil Corporation of Libya (NOC) and leading energy companies across MENA.



### FOCUSED ON RESULTS THAT MATTER.

Convert knowledge into performance through engaging learning experiences and practical solutions that drive results, build capability, and create lasting value.

### LEARNING PROGRAMS



#### PROJECT MANAGEMENT

Foundations, frameworks, tools, and techniques to deliver successful projects based on global best practice.



#### PROJECT CONTROLS & RISK

Planning, scheduling, EVM, risk management, and project controls to improve decision-making and performance.



#### LEADERSHIP & MANAGEMENT SYSTEMS

Leadership development and management systems based on ISO standards to drive sustainable performance and continuous improvement.



#### AI FOR MANAGEMENT & DECISION-MAKING

Practical AI applications for managers to improve decision-making, productivity, analysis, and operational performance responsibly.



**15+**  
YEARS  
EXPERIENCE



**60+**  
WORKSHOPS  
DELIVERED



**20+**  
ORGANIZATIONS  
SERVED



FOCUS ON  
IMPACT THAT  
LASTS

# EXPERTISE AREAS & LEARNING PROGRAMS

Practical, industry-focused programs designed to strengthen project delivery, operational performance, and organizational capability.



## 1. PROJECT MANAGEMENT

Build the knowledge, frameworks, and leadership capabilities required to plan, govern, and deliver successful projects.



### PMP® Preparation

Comprehensive exam preparation aligned with the PMBOK® Guide 8th Edition and best practices.



### Project Management Fundamentals

Core concepts, processes, and tools for effective project delivery.



### Strategic Project Management

Align projects and portfolios with business strategy, optimize project selection, prioritize investments, and maximize value realization.



### Petroleum Project Management

Best practices for managing EPC projects and the full project life cycle in the energy industry.



### PMO Fundamentals

Establish and run PMOs that improve governance, standards, and performance.



## 2. PROJECT CONTROLS & RISK

Strengthen planning, scheduling, performance measurement, and risk management capabilities across projects and portfolios.



### Project Controls Fundamentals

Integrate scope, cost, schedule, and risk to drive project success.



### Planning & Scheduling

Develop robust plans and schedules to improve predictability and control.



### Earned Value Management (EVM)

Measure performance, forecast outcomes, and manage project value.



### Project Risk Management

Identify, assess, and respond to risks to maximize opportunities and reduce threats.



### Primavera P6

Plan, schedule, and control projects using industry-leading scheduling software.



## 3. LEADERSHIP & MANAGEMENT SYSTEMS

Develop leadership effectiveness and management systems that support continuous improvement and organizational excellence.



### Leadership & Communication

Build leadership skills, influence, and communication for high-performing teams.



### ISO 9001 Quality Management

Understand and implement quality management systems aligned with ISO 9001.



### ISO 14001 Environmental Management

Implement environmental management systems to achieve sustainability goals.



### Integrated Management Systems

Integrate QHSE and other management systems for operational excellence.



### ITIL® 4 Foundation

Understand IT service management principles and best practices.



## 4. AI FOR MANAGEMENT & DECISION-MAKING

Practical AI applications for managers, project professionals, and organizational leaders, focused on strategic decisions, project delivery, analytics, productivity, and responsible AI adoption.



### AI for Strategic Decisions

Use AI for strategic analysis, scenario evaluation, prioritization, and executive reporting.



### AI for Project Management

Apply AI to planning, reporting, risk analysis, documentation, and delivery.



### AI for HR & Workforce Productivity

Leverage AI for learning, recruitment support, development, and workforce productivity.



### AI for Analytics and Reporting

Transform data into insights, dashboards, summaries, and decision-support information.



### Responsible AI for Managers

Apply AI responsibly with governance, confidentiality, risk management, and ethics.

## DELIVERY FORMATS



### CORPORATE TRAINING

On-site, off-site, or virtual training tailored to your organization's needs.



### EXECUTIVE WORKSHOPS

Focused workshops for leaders and decision-makers on key strategic topics.



### CAPABILITY DEVELOPMENT PROGRAMS

Structured programs to build competencies and close capability gaps.



### COACHING & ADVISORY SUPPORT

Personalized coaching and advisory services to solve real business challenges.



### CUSTOMIZED PROGRAMS

Bespoke learning solutions aligned with your industry, objectives, and culture.

Four high-impact program pathways developed through repeated delivery, practical application, and capability development engagements across professional and organizational environments.

## 1

### PMP® PREPARATION PROGRAM

The most extensively delivered program in this portfolio with more than **40+ cohorts and engagements** across multiple industries.



Project Management Institute.

We develop the PMP mindset—enabling participants to analyze scenarios, evaluate options, and choose the best course of action using PMI principles, frameworks, and modern delivery approaches.

Success in the PMP exam comes from deep understanding, structured analysis, and confident decision-making.

#### KEY FOCUS AREAS



Scenario-Based Problem Solving



Predictive, Agile & Hybrid Delivery



Leadership & Stakeholder Focus



Risk-Informed Decisions



Value Delivery & Benefits Realization



#### TYPICAL PARTICIPANTS

- Project Managers
- Engineers & Technical Professionals
- PMO Personnel
- Supervisors & Team Leaders
- Project Coordinators



#### REPRESENTATIVE ENGAGEMENTS

NOC Libya • Waha • AGOCO • SIRTE

Harouge • Brega • Zallaf • Sarir

*And more corporate cohorts*

## 2

### PROJECT MANAGEMENT FOUNDATIONS

A practical entry point into project management covering the core concepts, processes, and tools used to initiate, plan, govern, monitor, and deliver projects successfully.

Participants learn the project lifecycle, planning and scheduling, baselines, scope, cost, quality, risk, stakeholder management, governance, and reporting.

For many professionals, this program is the first step into the world of project management and the natural pathway toward PMP® certification.

#### CORE CONTENT

Project Lifecycle & Governance

Scope, WBS & Planning

Scheduling & Baselines

Monitoring & Control

Risk, Quality & Reporting



#### WHO BENEFITS

Engineers, supervisors, technical staff, new project professionals, and teams entering project environments.



#### SPECIALIZED VERSION

##### Petroleum Project Management

Tailored for EPC and energy-sector projects, operations, and industrial environments.



#### REPRESENTATIVE ENGAGEMENTS

Waha • NOC Libya • Harouge • SIRTE  
Brega • And more

## 3

### STRATEGIC PROJECT MANAGEMENT

Focuses on the decisions before execution—selecting the right projects, prioritizing investments, allocating resources, and ensuring projects deliver strategic value.

Participants learn proven frameworks and tools to evaluate opportunities, manage portfolios, and measure benefits across the organization.

#### KEY TOPICS

Project Selection & Scoring Models

Portfolio Prioritization

Strategic Alignment & Resource Allocation

Benefits Realization & Value Measurement

Strategic KPIs & Performance

Investment Evaluation (ROI, NPV, IRR)



#### WHO BENEFITS

Managers, PMO leaders, department heads, strategy teams, and decision-makers responsible for investments and portfolios.



#### REPRESENTATIVE ENGAGEMENT

##### LIFECO

*Executive Development Programs  
Strategy and Leadership Audiences*

## 4

### AI FOR MANAGEMENT & DECISION-MAKING

AI is now essential across every function. This pathway equips professionals with practical knowledge and hands-on experience to apply AI responsibly, effectively, and securely in real work.

Programs are customized for departments such as HR, Training, Operations, Project Management, Analytics, and for executives, board members, and senior leaders.

Content is tailored to departmental needs and organizational context, ensuring immediate relevance and measurable impact.



#### WHO BENEFITS

HR departments, training departments, management teams, board members, and high-level decision makers.



#### REPRESENTATIVE ENGAGEMENTS

NWD • AGOCO • NOC Libya  
HR Departments • Training Departments  
Board Members • Management Teams  
*And more*

#### PROGRAM FOCUS AREAS (ADAPTIVE)

AI for Strategic Decisions

AI for Project Management

AI for Analytics & Reporting

AI for HR & Workforce Productivity

AI for Training & Learning Functions

AI Integration: Copilot, Agents & Workflows

Responsible AI for Managers



**15+**  
YEARS  
EXPERIENCE



**60+**  
WORKSHOPS  
DELIVERED



**20+**  
ORGANIZATIONS  
SERVED



FOCUS ON  
IMPACT THAT  
LASTS

Trusted by leading organizations to build capability, drive performance, and achieve sustainable results.

## ORGANIZATIONS SERVED

Training and capability development engagements delivered for professionals from the following organizations:

- National Oil Corporation (NOC) of Libya
- Waha Oil Company
- Sirte Oil Company
- Arabian Gulf Oil Company (AGOCO)
- Harouge Oil Operations
- Brega Petroleum Marketing Company
- Zuetina Oil Company
- Zawia Oil Refining Company
- Ras Lanuf Oil & Gas Processing Company (RASCO)
- Akakus Oil Operations
- Libyan Fertilizer Company (LIFECO)
- Sarir Oil Operations Company
- National Drilling & Workover Company (NWD)
- Zallaf Libya Company



National Oil Corporation  
المؤسسة الوطنية للنفط



LIFECO  
الشركة الليبية للأسمدة  
Libyan Fertilizer Company



Working with organizations of all sizes—from national corporations and government entities to specialized operators and service providers—across diverse functions and disciplines. Engagements are tailored to address real business challenges and deliver measurable impact.

## INDUSTRIES SERVED



### OIL & GAS

Upstream, midstream, and downstream operations including exploration, drilling, production, refining, and facilities management.



### ENERGY & POWER

Power generation, utilities, and energy infrastructure projects focused on reliability, efficiency, and sustainability.



### INFRASTRUCTURE & CONSTRUCTION

EPC contractors, project-based organizations, and infrastructure developers executing complex capital projects.



### PUBLIC SECTOR & GOVERNMENT

Government agencies and public institutions focused on capacity building, performance, and institutional development.



### INDUSTRY & MANUFACTURING

Industrial organizations and manufacturers driving operational excellence, reliability, and continuous improvement.



### PROFESSIONAL SERVICES

Consulting firms, training providers, and service organizations supporting business transformation and operational excellence.

## ENGAGEMENT HIGHLIGHTS



15+

YEARS OF EXPERIENCE

Delivering high-impact training and capability development programs across multiple industries and regions.



60+

WORKSHOPS DELIVERED

Public, in-house, and executive workshops delivered across diverse industries and functions.



20+

ORGANIZATIONS SERVED

Trusted by leading national and international organizations.



1,000+

PROFESSIONALS TRAINED

Managers, engineers, and professionals empowered through practical and industry-relevant learning.



5+

INDUSTRIES SERVED

Diverse sectors with unique challenges and opportunities addressed.



MEASURABLE OUTCOMES

Capability uplift, improved performance, and sustainable results for organizations.

## AREAS OF ORGANIZATIONAL IMPACT



### CAPABILITY DEVELOPMENT

Strengthening technical, managerial, and leadership capabilities through structured learning and hands-on application.



### STRATEGIC ALIGNMENT

Supporting strategy execution through better planning, prioritization, resource management, and organizational alignment.



### PROJECT & PORTFOLIO EXCELLENCE

Improving project delivery performance, planning, controls, risk management, and portfolio governance across the organization.



### GOVERNANCE & COMPLIANCE

Promoting governance, standards, and compliance with industry regulations and international best practices.



### OPERATIONAL IMPROVEMENT

Enhancing operational efficiency, reliability, asset performance, and cost effectiveness through best practices and continuous improvement.



### PEOPLE EMPOWERMENT

Empowering teams through knowledge sharing, engagement, and a culture of learning and accountability.

# SELECTED ENGAGEMENTS & PROFESSIONAL RECOGNITION

Real-world capability development programs delivered across energy, infrastructure, technology, and management environments.



## PMP® PREPARATION & CERTIFICATION READINESS

Multiple cohorts delivered across the MENA region for engineers, supervisors, specialists, and managers.

- PMBOK® principles
- Predictive, Agile & Hybrid delivery
- Scenario-based PMP® mindset
- Stakeholder management
- Risk-informed decision making



## PROJECT MANAGEMENT FOUNDATIONS

Practical introduction to project management concepts, planning disciplines, governance structures, scheduling, and project delivery fundamentals.

Served as an entry pathway for many professionals who later advanced into PMP® preparation programs.



## STRATEGIC PROJECT MANAGEMENT

Executive-focused workshops exploring:

- Portfolio management
- Project selection
- Strategic alignment
- Benefits realization
- Governance and performance measurement

Delivered for managers and decision-makers responsible for organizational investment choices.



## PLANNING, SCHEDULING & PROJECT CONTROLS

Hands-on workshops covering:

- Primavera P6
- Baseline development
- Progress measurement
- Forecasting
- Earned Value concepts
- Schedule control

Delivered for technical and project personnel within the energy sector.



## PROFESSIONAL RECOGNITION



*A highly effective and dependable educator whose contributions have added measurable value to both academic and industry-facing training programs.*

### James Richardson

Academic Director  
Mericler

Formal recognition issued in January 2026 acknowledging contributions to executive education, professional certification programs, capability development initiatives, and industry-facing training delivery.



## ENDORSEMENT LETTER ON FILE



Full endorsement letter available upon request.



**60+**  
WORKSHOPS  
DELIVERED

Public, in-house, and executive workshops across multiple sectors.



**20+**  
ORGANIZATIONS  
SERVED

Trusted by leading national and international organizations.



**1,000+**  
PROFESSIONALS  
TRAINED

Managers, engineers, and professionals empowered across the MENA region.



**15+**  
YEARS  
OF EXPERIENCE

Delivering high-impact training and capability development.

## HOW ORGANIZATIONS ENGAGE



### 1. CORPORATE TRAINING PROGRAMS

Comprehensive instructor-led programs delivered onsite or virtually for technical, operational, and management teams across the organization.

**Typical duration:** 5–10 training days (20–50 contact hours)

#### Example Programs:

- PMP® Preparation
- Project Management Fundamentals
- Strategic Project Management
- Primavera P6
- AI for Management & Decision-Making



### 2. EXECUTIVE & PROFESSIONAL WORKSHOPS

Focused workshops for managers, department heads, PMO leaders, and senior professionals.

Designed to strengthen strategic thinking, governance, decision-making, and organizational performance.

**Typical duration:** 1–5 days

#### Key Focus Areas:

- Strategic Project Management
- Risk-Informed Leadership
- Portfolio & Governance
- AI for Executive Decisions



### 3. CAPABILITY DEVELOPMENT PROGRAMS

Multi-week learning pathways that combine multiple programs, practical application, coaching, and assessments to build deep and sustainable organizational capability.

**Typical duration:** 2–6 weeks (customized)

#### Example Learning Pathway:



Programs tailored to organizational objectives, industry context, and the specific needs of participants.



### 4. ADVISORY & CONSULTING SUPPORT

Short-term advisory engagements to support organizational improvement, governance, capability maturity, and strategic initiatives.

#### Typical Engagements:

- PMO Development
- Project Governance & Frameworks
- Planning & Controls Improvement
- Risk Management Advisory
- Capability Assessments
- AI Adoption Roadmaps

## TYPICAL ENGAGEMENT PROCESS



Requirements Discussion    Program Design & Customization    Delivery & Facilitation    Assessment & Feedback    Certificates & Recommendations    Follow-Up Support

## PROVEN EXPERIENCE. REAL IMPACT.



**15+**  
YEARS  
PROFESSIONAL EXPERIENCE



**60+**  
WORKSHOPS  
DELIVERED



**20+**  
ORGANIZATIONS  
SERVED



**1,000+**  
PROFESSIONALS  
TRAINED

## CORE CAPABILITY AREAS



### PROJECT MANAGEMENT

- PMP® Preparation
- Project Management Fundamentals
- Strategic Project Management
- Petroleum Project Management



### PROJECT CONTROLS & RISK

- Planning & Scheduling
- Primavera P6
- Earned Value Management
- Project Risk Management



### LEADERSHIP & MANAGEMENT SYSTEMS

- Leadership & Communication
- ISO 9001 Fundamentals
- Integrated Management Systems
- ITIL® 4 Foundation



### AI FOR MANAGEMENT & DECISION-MAKING

- AI for Strategic Decisions
- AI for Project Management
- AI for Analytics & Reporting
- AI for Workforce Productivity

## LET'S CONNECT



**Website**  
aryokiani.com



**Email**  
contact@aryokiani.com



**LinkedIn**  
linkedin.com/in/aryok



**Request a Consultation**  
Visit [aryokiani.com/contact](http://aryokiani.com/contact) to submit a training request or schedule a discovery meeting.



**Discovery Meeting**  
Prospective clients may schedule an introductory consultation through the website contact form to discuss requirements, program customization, delivery formats, and engagement options.



## PROFESSIONAL INFORMATION

**Professional Name:**  
Aryo Kiani

**Legal Name:**  
Ali Hosseini  
(used for contracts, invoicing, financial transactions, and legal documentation)

**Location:**  
Istanbul, Türkiye

**Coverage:**  
MENA Region & International Delivery

**Engagement Models:**  
Direct, Institutional, and Partner-Led Delivery