

Ali Tulbah

Senior Managing Director

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Education

BBA, Engineering, University of Texas at Austin

Affiliations

ABANA
US Chamber of Commerce
US-GCC Business Initiative
US-UAE Business Council

Ali H. Tulbah, Senior Managing Director, has led McLarty's Middle East and North Africa practice since 2005. Ali has over 15 years of experience advising and helping multinational companies resolve their most difficult challenges in the Middle East and unlock market opportunities throughout the region.

Ali joined McLarty Associates after serving as Associate Director for Cabinet Affairs in the George W. Bush White House for most of the 2001-2005 term, where he coordinated the activities of foreign policy and national security agencies. While in the Office of Cabinet Affairs, Ali also served as President Bush's liaison to the Arab- and Muslim-American communities and performed a broad advisory role to the administration's public diplomacy efforts to the Muslim world. During his tenure at the White House, Ali accepted assignment to the Coalition Provisional Authority in Baghdad where he spent the majority of 2003 as Chief of Staff of its international coordination council.

In addition to his international expertise, Ali also held positions with former Senate Banking Committee Chairman Phil Gramm and House Energy & Commerce Committee Chairman Joe Barton. Prior to working in government and policy, Ali was a management consultant at Accenture.

Ali is a leading expert on the MENA region and how to navigate its complex commercial and political dynamics and speaks frequently on the U.S.-GCC relationship and interregional dynamics. Drawing on his deep understanding of both U.S. and GCC political and economic landscapes, Ali maintains trusted relationships with cabinet ministers, executive council officials, policy advisors, and prominent merchant families. He has advised companies ranging from Fortune 100 leaders to early-stage disruptors operating across the healthcare, energy, pharma, agriculture, technology, media, construction, engineering, and financial services industries on market entry, managing stakeholder relationships, identifying opportunities for growth, and mitigating risks in markets such as Saudi Arabia, the UAE, Qatar, Kuwait, Lebanon, Egypt, Morocco, Jordan, Iraq, and Algeria.

Ali's recent experience delivering solutions for clients includes:

- Devising strategies for a global technology leader to ensure the success of significant new capital investments and service expansion in Saudi Arabia.
- Integrating into the cross-functional business team of one of the world's most valuable pre-IPO technology companies to design and execute its strategy for scaling into the MENA region.
- Resolving contractual disputes in Qatar and Saudi Arabia by negotiating mutually beneficial solutions for a leading U.S. construction and engineering company.
- Constructing a groundbreaking access to medicines program for a leading biopharmaceutical innovator that worked with Egypt's leaders to provide historic access to life-saving treatments.
- Providing strategic assessments regarding political and economic risks to support investment committee decisions on substantial investments into Iraq's oil industry by a European private equity firm, and in Oman's petrochemical industry by a Latin American industrial champion.
- Securing critical financial incentives and regulatory permissions from Egypt's government needed by a leading U.S. consumer products manufacturer to expand its local manufacturing operations.
- Advising a leading global insurance provider on strategies for navigating through Lebanon's current economic and political crisis.

