
Hamed Abu-Zaher

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Experience: March.2014- Present

Westview Capital Advisors, New York, NY and Dubai: Principal

Representing asset managers and private equity firms while spearheading their fund raising efforts in the GCC region: KSA, UAE, Kuwait, Bahrain, Oman, Qatar, Azerbaijan, and Turkey

- * Focus on direct investment and private equity offering
 - * Sourcing and structuring real estate investments for HNW individuals and institutional investors
 - * Experience in structuring tax efficient vehicle and working with attorneys, tax advisors, and administrators for UK, European, and US deals.
 - * Experience in core, core-plus, value add and development opportunities
 - * Extensive network of private equity real estate manager, direct managers, co-investors, and developers in the UK, Germany, and US
 - * Sourced private equity funds in real estate, senior debt, and Mezzanine financing
 - * Access to off market deals through a network of experienced providers specifically in Germany and the UK
 - * Experience in structuring debt for transactions done in the UK, Germany, and the US
 - * Structuring a significant purchase in the NYC for a GCC sovereign
 - * Facilitated the sale of a land mark building in NYC "One Wall Street" to a consortium of Qatari investors
- * Member of the advisory board for CLOSIR, an investor relations platform that is improving the communication and accessibility between investors and companies based in emerging and frontier markets

Aug. 2008- June 2014

Bank of New York Mellon, Dubai, UAE: Managing Director and Country Manager

- *Represented BNY Mellon's asset management products and services with a specific focus on Private Equity real estate and Mezzanine investment opportunities
- *Assisted, coordinated, and joined 20-20 Investment Association trip to the region. 20-20 Investment Association is a group of the world's most prestigious and economically powerful institutional investors who together represent over \$8 trillion in investment capital
- *Extensive interaction and dialogue with regional regulators regarding new product launches, financial solutions, and keeping abreast/complying with local requirements
- *Oversaw global custody relationships in excess of \$137 Billion in assets with a focus on growing the AUC while cross selling Investment management products and services
- *Added over \$10 million in additional annual revenue from correspondent banking and trade finance relationships
- * Added Over \$8MM in annual revenue from new FX relationships: QNB, AUB, and NCB to mention a few
- * Priced, re-priced, and negotiated cash & Trade contracts with strategic relationships in the Middle East including QNB, NCB, Riyadh Bank, and NBB to mention a few
- *Conducted on-site visited with Credit and Compliance manager to the regional bank
- *Assisted our credit group in their analysis and understanding of central bank support and ownership structure for certain banks in the region
- * Coordinated closely with compliance in London and NYC in order to get them comfortable from an AML and KYC perspective with these new and existing relationships
- *Close relationship with banks' treasuries assisting them with their liquidity needs
- * Initiated FX spot relationships with major banks
- *Responsibilities included the promotion of all BNY Mellon products and services with focus on managing risk/returns and country credit limits

- *Advised leading corporates and financial institutions on their capital raising needs through equity, Debt, and hybrid instruments
- *Participated in regional strategic syndication deals
- *Acted as paying agent and bank trustee on major corporate and institutional deals including medium term notes issuance
- *Facilitated and structured collateralized loans for major institutions
- *Acted as advisor on regional trade finance deals particularly commodity related ones
- *Initiated a customized solution for Asia bound trade
- * Specific focus on promoting BNY Mellon's Asset Management Boutiques in the region specifically with the official Institutions and family offices
- *Developed long term and short term funding solutions for key clients in the region
- *Cultivated additional AUM of \$28B with official institutions in a variety of strategies; index, active, alternative, and real estate
- * Advised private banks on their product offering with tailor made products and services from BNY Mellon's asset management and custody group
- * Excellent working relationship with heads of treasury and CFOs in the region providing them with short term funding and cash management solutions
- *Forged asset management distribution relationships in KSA, Qatar, and Bahrain that resulted in an annual revenue exceeding \$2 million
- *Managed the overall relationship with largest sovereign wealth funds, banks, and investment companies
- *Institutional brokerage sales to SWF in the region that have resulted in \$8 Billion + in new ETF execution
- *Initiated relationships with several high profile regional banks, SWF, and investment companies that resulted in multi-product relationships worth over \$6.5MM in new revenue
- *Devised a strategy for cross listing of Saudi securities in a form of a DR in alliance with a local KSA based investment bank
- *Managed and expanded current transactional banking relationships in the region: USD/multicurrency clearing and trade finance
- *Assisted in the entire sales process for Eagle Investment Systems for official institutions in Qatar and KSA that resulted in \$3.5MM annual revenue

Feb.2000- Aug. 2008

Pershing LLC. (Subsidiary of Bank of New York Mellon) Jersey City, New Jersey, USA: Sales/Relationship Director and Regional Business Development Manager for Middle-East, Africa, Turkey and Greece

- *Managed the overall relationship with over 26 high profile Banks, Brokerage firms, and family offices that generated over \$16 Million in annual revenue
- * Added \$12 Million in new revenue through signing up new relationships and opening new markets
- * Worked closely with several bank owned GCC brokerage companies and assisted them with their operations setup, risk and compliance approach, product offering, and hiring of key personnel
- * Handled contract and pricing negotiations while overseeing and ensuring the client onboarding process
- * Increased customer base from an initial 3 institutions in 2000 to 26 in 2007
- * Customers and extensive contacts in Saudi Arabia, Kuwait, UAE, Qatar, Bahrain, Oman, Lebanon, Egypt, Jordan, Turkey, Greece, and USA
- * Led and coordinated the global expansion for Pershing in the region: Sales, Contract/Pricing negotiation, Conversion, Connectivity, on-line site development, and training
- * Managed and sold global execution service, clearing, custody, global markets, capital markets, financing, and asset management products and services
- * Assisted regional private banks and investment companies in setting up a white labeled separately managed account platform
- * Member of the Enhanced Due Diligence Committee that was responsible for approving new relationships and reviewing existing relationship to be in compliance with global regulations

June 96- Feb. 2000

Citibank International Private Bank, New York- New York: Relationship Manager

- * Actively managed and cultivated over 150 affluent clients relationships with total assets exceeding \$120 million with average revenue of \$2.4MM per annum
- * Clients from over 11 countries
- * Traded equities, fixed income, options, complex option strategies, precious metals, and cash management tools for HNW individuals
- * Applied portfolio management techniques and asset allocation strategies with periodic rebalancing

Feb. 95- Dec.95

Merrill Lynch International, Beirut-Lebanon: Senior Support Officer

- * Supported senior VP on the creation and implementation of investment strategies
- * Serviced existing accounts including small institutional banks and companies

Jan.94-Jan.95

Fidelity Investment, Dallas-Texas: **Senior Financial Representative**

- *Traded for Fidelity's highest net worth individuals: Equity, Fixed Income, and Options
- * Responsibilities included trading for Institutional clients based in the USA
- * Completed Fidelity's management trainee program

Aug. 91- Nov.93

J. Gregory and Company, Tampa-Florida: Financial Consultant

- *Assisted senior trader on maintaining equity positions and settling trades for the Firm's account

Education:

The Wharton School, Philadelphia, Pennsylvania: Securities Industry Institute Certificate, 2005

American Graduate School of International Management (Thunderbird), Glendale, Arizona: Master of International Management, 1991

University of Tampa, Tampa, Florida: Masters of Business Administration, 1990

Graduate Assistant to the MBA Director at the University of Tampa

American University of Beirut and University of Tampa, Bachelors of Business Administration, 1988

Licenses:

US based FINRA Brokerage/Securities License 7, 24, and 63

Languages:

Native in Arabic, Fluent in English, and Proficient in French

Memberships:

Arab Bankers Association of North America, Saudi American Business Council, USA-Treasury/FATF Outreach round table, founding member for the Doha Bankers' Breakfast, and Middle East Investor Relationship Society (MEIRS)

Citizenships:

Lebanese/American

Personal:

Married with two kids