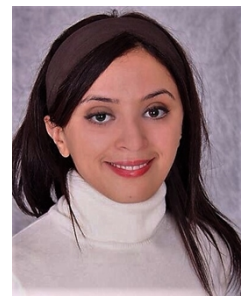


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## PROFILE

An articulate and highly motivated individual with a demonstrated track record of achieving results within varied roles within the financial sectors. A committed and energetic team player, accustomed to working under pressure and able to use own initiative. Outstanding marketer, communicator and negotiator with excellent business and marketing understanding seeking a challenging role with opportunities for development. in a GGC based asset management organisation.

## Relevant Skills and Experiences

- 10 years of experience in the Middle East and Europe across multiple sectors including Media, Investors Relations, Insurance ,Real Estates, Islamic finance and Asset Management
- Extensive local cultural knowledge regulatory and geopolitical landscape of the Arab countries
- Advisor to certain GCC investors' broad and significant relationships with GCC government bodies, mid-size institutions and leading executives
- Raised \$ 100m worth of asset in less than 4 years

## Past Roles

### 2013 -2016 Associate Director, Asset Management, Bank of London and the Middle East, Dubai

- Responsible for the Asset Management/ Fixed Income distribution to clients (Financial institutions, Global Asset Managers, Reinsurance, Pension funds, Family offices, IFAs, Insurance , wholesale banks) based in Kuwait, Oman, UAE
- Increased by 53 % third party investors through signing up new relationships
- Provided with new ideas for Asset Management products and actively contributed to the design of the 5 year Asset Management Business Plan and Budget
- Cross selling opportunities with Corporate Banking and Treasury divisions

### **2011- 2013 Senior Relationship Manager, Qatar Islamic Bank, London**

- Raised assets from institutional investors (Private Banks, Investment firms, family offices, and pension funds) within the MEA institutional market with strong focus in the Kuwaiti, Omani, Qatar and European markets.
- Promoted fixed income, structured note products and real estate investment opportunities meeting existing and new clients.
- Established, maintained and developed a portfolio of clients from scratch to \$45m worth of assets. .
- Supervised the delivery of legal agreements and financial documentations liaising with clients and legal divisions.

### **2010-2011 Business Development Manager, Precision IR, London**

- Maintained and developed a portfolio of French blue chip accounts (CAC 40).
- Front facing meeting with existing and new clients (CFO, CEO, IRO).
- Developed customised investor relation solutions and selling quantitative investor targeting tools.

### **2009 - 2010 Financial Advisor, Nexus Financial Services, Bahrain**

- Promoted and sold financial and protection products, consistently meeting sales targets.
- Contacting corporate and individual clients, arranging business meetings and sealing best possible deals.
- Gained clear understanding of client's business requirements, delivering best return for investment.

### **2005 - 2009 Account Manager, Ink Publishing, Gulf Air, London**

- Responsible for the launching and marketing of the Gulf Air in-flight magazine and associated ambient media (business lounge sponsorship, web site, ambient in the aircraft).
- Negotiated contractual agreements and closed out business sales.
- Achieved the status as the most productive junior sales executive of the team.

### **Education**

- Investment Management Certificate, Chartered Financial Analyst
- Award in Financial Planning , Chartered Insurance Institute
- Islamic Financial Qualification , Chartered Institute for Securities Investment
- BA (Honours) in International Business, Sup de Co Montpellier, France.
- BA (Honours) in International Business, Manchester Metropolitan University Business School. 2:1, UK
- Languages spoken- English, French, Spanish and Arabic