







Abdulrahman Alballaa

Financial Services Specialist

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BACKGROUND



ABOUT


Summary: I had started my career in the financial services industry even though I had my BSc in Computer Science. I did this because I believe the industry is STILL not utilizing IT to its fullest extent, especially in the region. I started to learn about the financial services industry while in university, and had continued to passionately learn throughout my career. Due to my position in Mubasher Group, I was able to participate in the inner-workings of the company, where I learned first-hand what it takes to build and maintain a global financial institution from the ground up.

Objective: To experience working in the fast-paced environment of a private banking arm of a global financial services corporation such as yours, and to use my unique background in IT to enhance the services provided, and to create new services seizing the opportunities in the region.



WORK EXPERIENCE

Business Developer, Mubasher Group, Dubai, UAE


Dec, 2014 - Nov, 2016  1 year 11 months

Working in business development, I worked in many of the company's departments including Trade Desk, Marketing, and Finance departments. During my work, I worked closely with some of the top exchanges in the region like Tadawul, DFM, and Boursa Kuwait. I also led multiple teams in different geographical locations (Egypt, UAE, Sri Lanka, Pakistan).

In Mubasher, I have been involved with the full cycle of product development, from the conception of the idea and developing it, to negotiating and selling the product, to implementation. This allowed me to have wide-ranging list of contacts in the financial services industry in the region.

- Created the Virtual Trading Platform, a trading simulation that enables user to trade in real-market conditions using virtual currency.
- Launched a competition in Egypt using the VTP in partnership with many universities and financial institutions.
- Launched a training platform and a competition in Saudi Arabia in partnership with Tadawul.
- Assisted in the creation of Mubasher Academy, an educational line of business targeted at novice investors.
- Analyzed the company's client base (over 90,000 entries) and devised a marketing campaign based on the findings.


Intern, Elm, Riyadh, KSA

Jun, 2012 - Sep, 2012  3 months

Worked as a developer in fulfillment of the university's BSc's requirements. The work I've done in there was deployed in their production software.

- Created the backend of an online message delivery system that delivers notifications straight to your mobile.

Intern, Cold Spring Harbor Laboratory, NY, USA

Jun, 2010 - Aug, 2010  3 months

I was one of two recipients of the scholarship as part of KSU's Preparatory Year International Program. The lab is under the direction of Dr. James D. Watson, a Nobel laureate who received the prize for his discovery of the DNA. In there, I had the chance of meeting and having dinner with Dr. Watson.

- I worked in processing genetic parsers' output and normalizing it for further processing.

Intern, Research Science Institute, MA, USA

Jun, 2008 - Aug, 2008 ⌚ 3 months

I was one of four people in Saudi Arabia selected by Mawhiba to participate in their International Summer Program. In RSI, I worked in Massachusetts Institute of Technology's (MIT) Media lab, one of the leading research centers in the world.

- Worked in normalizing and processing Arabic Speech-to-Text (STT) output from news channels.



SKILLS

Licensed Broker

Brokerage License in DFM and ADX

Business Development

Business Planning

Marketing

Project Management

Team Leading

Information Technology

Frontend

Backend

Scripting

System Administration



EDUCATION

Computer Science, Bachelor, King Saud University

Oct, 2009 - Aug, 2014

4.15

CS489 - Data Mining

CS361 - Artificial Intelligence



INTERESTS

Securities Trading

Stocks

Futures

Developing Markets

Programming

Hobbyist programmer

Software development management