

# Résumé

## 1- PERSONAL DATA

Name	Saleh Omar Abdulla
Place of birth	Abu Dhabi
Date of birth	15/02/1973
Nationality	UAE

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## 2- CAREER OBJECTIVE AND INTEREST

To assist entities to create and /or enhance their core competence and distinctive capabilities to achieve their strategic goals and sustainability of competitive advantage

## 3- CORE COMPETENCE

- Strategy formulation and strategic planning and implementation
- Develop strategic business alliances and partnerships with well known organizations
- have excellent planning, administration, leadership, and financial management skills as well as a high degree of emotional intelligence, and interpersonal skills

- Design organization structures, functions and organizational development in accordance to business strategy, and provide leadership and direction to the senior management and other staff.
- Comprehensive understanding and ability of linking vocational training, higher educational systems and HR training and development to labor market and organizations' needs
- Thorough understanding and an in-depth knowledge of strategic human resource management science and its applications
- Develop localizations initiatives, strategies and projects for job seekers development and enrollment in labor market
- Strong analytical skills and critical thinking conduct labor market research, secondary research analysis, questionnaire survey design and development, statistical and trend analysis (SPSS user)

#### **4- EDUCATIONAL QUALIFICATION**

- Masters in International Human Resource Management University of Northampton, U.K. 2008

Dissertation title: The nature and effectiveness of the Human resource in UAE Banking sector

- Bachelor of Science in Economics  
Kuwait University

#### **5- PROFESSIONAL TRAINING**

- International Visitor Leadership Program –UNITED STATES DEPARTMENT OF STATE – May 5 – 26, 2012
- The Effective Manager
- Leadership
- Entrepreneurship and Innovation
- Corporate Social Responsibility (CSR)
- International Strategic Human Resource Management
- Strategic Human Resource Management
- Strategic Human Resource Management Scenarios
- Developing Cross Cultural Capability
- People in Organization
- "CMA" Course

- The Role of Trainer in the Organization's Cultural Change
- Designing Adult Learning
- Marketing Research and Marketing Information
- Banking & Documentary Credits
- Prevention Money laundering
- Ethic and Leadership
- Financial Management
- Marketing Management
- Human Resource Development
- Improving Managerial Performance
- E-commerce and Introduction to Digital Computing including Computer Programs

## **6- PROFESSIONAL CAREER**

**1- Emirates Institute for Banking and Financial Studies** **Abu Dhabi, UAE 2000– present**  
Director – Abu Dhabi Campus

**Function:** implement the strategic goals and objectives of the organization and give direction and leadership toward the achievement of the organization's philosophy, mission, strategy, and its annual goals and objectives.

### **Primary Responsibilities**

- Develop a strategic plan to advance the company's mission and objectives
- Fundraising: Plan, develop, and implement strategies for generating resources and revenues.
- Promote the company to local and regional constituencies
- Community and Public Relations promote the company through written articles and personal appearance at conferences and TV.
- Financial, Recommends yearly budget for Board approval and prudently manages organization's resources within those budget guidelines
- Human Resource Management -- Effectively manages the human resources of the organization according to authorized personnel policies and procedures
- Manage all services and people issues including employee services
- Provide leadership and mentoring to the Human Resource service team
- Drive staff evolution and assignment, insuring the company has the talents it needs to implement its corporate strategies
- Put in place appropriate training and development programs, while establishing credible succession plans
- Ensure the productivity is raised across all business units
- Coordinating GCC Banking Institutes Activities
- Evaluates the organization's and the staff's performance on a regular basis

## **2- International turnkey systems (ITS), UAE**

### Chairman of the Board of the Managers

1999- 2002

International Turnkey Systems (ITS) is a regional company operating in several countries in the Middle East is a leading IT solutions provider with an established presence in the Middle East and North Africa.

- Collects input from all directors and management on the board agenda
- Creates the board meeting agenda with the CEO.
- Ensure that Directors Receive Appropriate and Timely Information
- Lead Board Discussion

## **3- Bin Jassim Group**

The company provides a comprehensive range of technical and engineering services in the pipe and oil services sectors. Specializes in the supply of all connections, fitting accessories required for the execution of projects as well as the erection of oil tanks, heat exchangers, well heads, high pressure gate valves and all connections related to natural gas lines. Bin Jassim also provide full service, maintenance and repair programs to our clients in the oil sector

**Abu Dhabi, UAE 1995 –2000**

### GENERAL MANAGER

- Develop long and short-term objective to cover profitability, asset growth and market share
- Review goals for continued applicability and compatibility within the trading environment
- Sketch out business plans to cover the sales and purchases, management control and administration
- Manage the responsibilities in which the business policies and procedures operate
- Identify the market environment and unify customer needs with the products at the greatest fair profit to the company
- Regularly monitor the level of services, and maintain good customer relations

## **4- Bin Jassim Group**

**Abu Dhabi UAE 1993-1995**

### COMMERCIAL MANAGER

- Analyzed and sourced reputable principals - specializing in providing engineering equipment and services to the oil, gas, water, electricity and manufacturing industries
- Identified business opportunities in the oil and public sector

- Supervised and directed sales activities
- Ensured key results were achieved using well schemed strategy plans
- Negotiated with the clients and principals to provide continuous support to the contracted projects

## **5- PROFESSIONAL MEMBERSHIP**

- Chairman of Marketing Committee
- Member of Finance Committee
- IMA -membership
- Member of Human Resource Committee
- Member of : World Union of Arab Bankers
- Member of : Human Resources Global Executive
- Member of Emiratization Forum
- Member of SHRM Networking Group

***References available upon request.***