

PERSONAL SUMMARY

A seasoned and successful leader and highly motivated with a proven ability to develop people and commercialize all aspects of a business. Experienced in converting every opportunity into success and of driving profit and growth. Well networked and highly successful in implementing business process improvements, defining company direction, achieving goals, change and optimising business procedures.

KEY SKILLS AND COMPETENCIES

Decisive and forward thinking, with strong vision and strategic capability. Ability to network and liaise with clients at every level. Experience of operating within highly competitive markets. Motivational and credible with highly effective interpersonal skills. Highly commercial and committed to quality and innovation. Operationally strong, financially aware and commercially astute.

PROFESSIONAL EXPERIENCE

Qatar Finance House

As CEO, I am responsible for working closely with the company's partners and providing advice, recommendations and information to enable the company to grow whilst maintaining its regulatory responsibilities.

Duties:

Responsible for planning strategic business objectives and also implementing systems and processes to monitor and report on performance against agreed Key Performance Indicators across all the business sectors.

Responsible for driving the growth of revenue and profit margins.

Responsible for all contracts and lease agreements with key stakeholders and clients.

Interpreting financial data and drawing conclusions.

Analysing operating costs and efficiency.

Winning business from key target clients.

Implementing systems that reward good staff performance and competence.

Liaising with key strategic suppliers and customers to define KPI's.

Reviewing and monitoring all budget expenditure.

Motivating and providing strong leadership to all departments.

Developing and maintaining a continuous relationship with the Qatar Central Bank Regulators and other Government entities

Key Skills

- Providing leadership to the managers of the finance, HR, business development and IT departments.
- Negotiating terms and closing deals.
- Ensuring that all deals meet the required revenue and margin expectations.
- Supervising and overseeing all matters on the commercial side
- Presiding over the organization's day-to-day, month-to-month, and year-to-year operations

CAREER HISTORY

Period	Post	Company
2011- Present	CEO	Qatar Finance House
2009 –2011	Budgeting & Financial Reports Manager	Barwa Bank
2008 –2009	Assistant Director of Finance	Barwa Bank
2005 –2008	Assistant Director of Finance	Hamad Medical Corporation
2004 –2005	Head of Accounts Receivable	Hamad Medical Corporation
2003 –2004	Acting Head of Financial Accounting	Hamad Medical Corporation
2001 –2003	Senior Accountant	Hamad Medical Corporation
1996 –2001	Communication Officer	Hamad Medical Corporation

LICENSED AND CERTIFIED

- Certified Public Accountant Registration No. 212 from the Ministry Of Economy and Commerce Qatar
- Authorised Expert Accounting from Supreme Judiciary Council – Qatar
- Arbitrator at The Qatar International Center for Conciliation and Arbitration

ACADEMIC QUALIFICATIONS

2001 Qatar University, Bachelor of Administrative Sciences and Economics in Accounting

COURSES

Training Program, Goldman Sachs, London, UK, March 2011

Principles of Islamic Banking & investment and Islamic Finance, Bait Al-Mashura Finance Consultations, Doha, 20

Certified Islamic Professional Accountant Course (CIPA) The Accounting and Auditing Organization for Islamic Financial Institutions (AAOIFI), Bahrain, 2009

Strategic Financial Planning for Senior Management, Global Training Consulting, London, UK, July 2007

Advanced Financial Statements: Analyzing Cash Flows, ICT Qatar, Institute of Administrative Development, Doha, June 2007

Advanced Financial Statements: Financial Statement Analysis, ICT Qatar, Institute of Administrative Development, Doha, June 2007

Advanced Financial Statements: Reading and Analyzing an Annual Report, ICT Qatar, Institute of Administrative Development, Doha, June 2007

Job Evaluation Workshop, Hay Group, Doha, May 2007

World Accounting Summit, IIR, Dubai, May 2005

Certified Public Accountant Examination Preparation Program (CPA), Qatar University, 2004

Explain Pension Law In Qatar, Middle East Center, Qatar, March 2004

Fundamentals Of Finance And Accounting, GLOMACS, Dubai, December 2003

Strategic Cost And Value Management, GLOMACS, Dubai, December 2003

English Course, Bell School, UK, April to September 2002

Financial Analysis Using Computer, Institute of administrative development, Qatar, January – February 2002