

Jamshir Ali, PhD, MPM, MBA

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Dedicated, bottom-line-focused global financial executive with a proven record of accomplishment and growth in directing comprehensive financial operations with focus on increasing revenues while reducing costs. Played integral role in facilitating corporate culture change and business process engineering by leveraging strategic, operational, and financial expertise. Strategic problem solver, persuasive negotiator, confident presenter, and trusted advisor who thrives in high-energy environments. In-depth knowledge of conventional and Islamic banking products & services.

Core competencies include:

- Financial Management & Compliance
- Auditing & Financial Controls
- Cash Management & Treasury Functions
- Islamic Banking Products
- Strategic Planning & Execution
- Business Metrics & Structuring
- Risk & Compliance Analysis/Mitigation
- Forecasting & Budget Preparation

PROFESSIONAL EXPERIENCE

AEQUORA ACCOUNTANCY & MANAGEMENT CONSULTANCY, BAHRAIN, EXECUTIVE DIRECTOR (7/2012 to Present)

Specialized in Corporate and Investment Banking Advisory, Private Banking Advisory, Real Estate Advisory, Private Equity and Asset Management Advisory services. The firm specialists provide effective, results-oriented Accounting, Finance Management, Business Consultancy services and Quality Management Systems to business organizations and individual investors. With the solid backing of years of international experience and in depth knowledge of the domain, the firm offers independent financial advice and tailor made, flexible management consultation services for regional and International investors.

ESTERAD INVESTMENT COMPANY, BAHRAIN CHIEF FINANCIAL OFFICER – RISK & COMPLIANCE (11/2007 to 6/2012)

Exercised executive-level financial expertise in developing and implementing strategies, processes, procedures, and systems for the only publicly-quoted investment company in Bahrain. Created and administered budgets in excess of \$250 million. Assessed organizational performance against annual budget and long-term strategy. Conceptualized tools and systems to report critical financial and operational data to CEO; made recommendations for appropriate actions. Planned cash flow and ensured availability of funds. Partnered with CEO to assess effectiveness of hedging strategies.

Selected accomplishments:

- Systematized processes and procedures of the Finance & Accounting Unit.
- Contributed to raising US\$35M through securitization of investment portfolio.
- Led contract negotiations with underwriters, saving company US\$1M in annual premiums.
- Designed and implemented vision-oriented, predictive models and activity-based financial analysis lend insight into organization's operations and business plans.
- Performed risk analysis of new initiatives and confirmed adherence to regulations.
- Introduced strong framework to manage compliance and risk to ensure effective monitoring of controls.

REEF REAL ESTATE FINANCING CO., BAHRAIN

CHIEF FINANCIAL OFFICER / TREASURER / FINANCE & ACCOUNTING (3/2006 to 11/2007)

Leveraged impeccable leadership qualifications with deep financial management experience to steer all aspects of financial administration, including planning, budgeting, forecasting, analysis, accounting, reporting, and structuring for a Bahrain-based financial institution engaged mainly in the provision of Islamic Sharia compliant finance solutions. Developed, coordinated, and evaluated financial programs and supporting systems. Established and managed internal controls and safeguards. Analyzed cash flow, cost controls, and expenses; compiled reports for review by CEO. Formulated both long- and short-term departmental goals, policies, and operating procedures.

Professional Experience Continued

- Spearheaded negotiations and structuring of US\$200M debt financing/warehousing facility, leading to reductions in basis points, better covenant restrictions, and simplification of borrowing/repayment.
- Devised and instituted accounting and control procedures/policies and budgeting process organization-wide.
- Constantly reviewed and updated the Retail Credit – Islamic Financing Policy manual in coordination with direct report to remain abreast with dynamic market conditions.
- Created sound systems and processes to aid management in financial decision-making and reporting.
- Crafted detailed chart of accounts to accommodate financial management and reporting.
- Formulated new bank policies and procedures for accounting/regulatory matters based on new regulations.

MIRAJ FINANCIAL CONSULTANCY SERVICES, UAE
PARTNER (9/2002 to 2/2006)

Co-found a Wealth Management firm offering diverse financial services, including planning and short- and long-term advisory to the wealthy and affluent individuals. Specialized in providing advisory investment services, customized deposits and investments, liquidity management, foreign exchange, credit products, and trust and fiduciary services.

UNITED GULF BANK, BAHRAIN
ASSISTANT VICE PRESIDENT – ACCOUNTING & FINANCE (3/1999 to 9/2002)

Oversaw the day-to-day activities of Accounting & Finance for the investment banking arm of KIPCO Group, one of the largest diversified holding companies in the Middle East and North Africa. Compiled and reviewed quarterly and annual capital adequacy position. Interfaced with lawyers on issues concerning documentation and irregular legal matters.

Selected accomplishments:

- Autonomously designed, developed, and managed five-year budgetary and forecast projection module with a US\$950M balance sheet footing.
- Integrated quality into reporting process by ensuring concise, logical, persuasive, and balanced reports.
- Facilitated short-term productivity and future profit growth through utilization of advanced spreadsheet techniques.
- Participated in implementation of international accounting standards across the organization.
- Ensured all business units within the bank had a compliant disaster recovery plan in place.
- Negotiated favorable terms for installation and implementation of proprietary accounting package; initiated development of investment module and check writer package.
- Played a vital role in achieving bank's policy on compliance and statutory/regulatory requirements.

INVESTCORP BANK, E.C., BAHRAIN
MANAGER – FINANCIAL CONTROLS (11/1988 to 02/1992)
HEAD OF CONSOLIDATION GROUP – FINANCIAL CONTROLS (02/1992 to 07/1996)
BUSINESS ANALYST – FINANCIAL & BUSINESS ANALYSIS AND REPORTING (07/1996 to 03/1999)

Launched career as Assistant Manager and advanced through a series of positions of increasing responsibility to hold the role as a Business Analyst. Managed a broad range of analysis and reporting activities. Developed long-term forecasting models, budgets, and ad hoc reports.

*Professional Experience Continued****Selected accomplishment:***

- Drove measurable team performance improvement in strategic analyses and financial presentations for Senior Management and the Board of Directors.
- Pioneered development of acceptance testing procedures for systems enhancement plans.
- Compiled online reports using Reuters and Pointcase, achieving highest rankings among managers and peers.

ARAB BANKING CORP., BAHRAIN**MANAGER – HEAD OFFICE – ACCOUNTING & OPERATIONS DEPT. (1/9/1980 – 31/10/1988)**

Selected Accomplishments: Solely achieved the World Wide Systems implementation 1983 - 1986

EDUCATION & CREDENTIALS

Doctoral Degree in Business & Management (Ph.D.) - specialization in Finance - Orlando University, Florida, USA - 2012**Master of Science in Project Management (MPM) - Orlando University, Florida, USA - 2010****Master in Business Administration (MBA) - University of Strathclyde, Glasgow, Scotland - 1999****Bachelor of Business Administration in Accounting (BBA) - Grant Town University, Stockton, California, U.S.A - 1979****PROFESSIONAL QUALIFICATIONS****Certified Public Accountant (CPA) – State of New Hampshire, USA****Executive Training Program – Manufacturers Hanovers Trust Co., UK**

Attended Accounting and Auditing Organization for Islamic Financial Institution (AAOIFI) Certification Program for Islamic Banking.