

Curriculum Vitae

Dr. Fahad Abdulrahman Al-Saad
fahadalsaad@gmail.com
+973 39422294

Education

- 2013** **Liverpool John Moores University, Liverpool, UK**
College of Business and Law, Liverpool Business School
- Degree: Doctor of Business Administration (DBA)
Thesis Title: The Effect of Change in Marketing Strategies on Banking
 Performance during Recession
- 2007** **DePaul University, Chicago, USA**
College of Commerce, Charles H. Kellstadt Graduate School of Business
- Degree: Master of Business Administration (MBA) with Distinction
Major: Marketing and Change Management
- 2005** **University of Petroleum and Minerals, Dhahran, Saudi Arabia**
College of Industrial Management, Accounting Department
- Degree: Bachelor of Science (BSc.) with Honors
Major: Accounting
- 2000** **Al-Hidaya Al-Khalifia Secondary School, Muharraq, Bahrain**
- Degree: High School Diploma with Honors
Major: Science
- 2006** **National Association of Securities Dealers (NASD), New York, USA**
- Investment Representative Program: Series 7 Certificate
- 2015** **The George Washington University, Washington, D.C., USA**
- Certificate in Real Estate Development
- 2016** **INSEAD, Fontainebleau, France**
- INSEAD Directors Programme

2005-2013	Bahrain Institute of Banking and Finance, Manama, Bahrain
	Completed the following courses: <ul style="list-style-type: none"> ▪ Introduction to Islamic Banking ▪ Elements of Banking ▪ Corporate Finance ▪ Islamic Project Finance ▪ Islamic Finance and Sharia Compliance ▪ Introduction to International Trade Finance ▪ Real Estate Investment and Financing ▪ Advanced Real Estate Development ▪ Sukuk Structuring ▪ Liquidity Management, Risk Mitigation and Capital Adequacy ▪ Introduction to Money market ▪ Foundation of Investment Analysis ▪ Relationship Marketing and CRM ▪ Evaluation of Employees ▪ Property Management
2008	Huthwaite, Virginia, USA
	SPIN Selling Course
2008	Complinet, London, UK
	Global Anti-Money Laundering Course
2005	Gardner Training, London, UK
	Banking Master Class Course
2003	Bahrain Defence Force, Riffa, Bahrain
	Completed the following training courses in the Special Forces Unit: <ul style="list-style-type: none"> ▪ Basic Combat Training ▪ Sniper Training ▪ Jump Course ▪ Special Operations Preparation Course ▪ Tactical Weapons Training ▪ Surveillance and Intelligence Course
1998-1999	Bahrain Computer Institute, Manama, Bahrain
	Microsoft Office Certificate
1991-1999	British Council, Manama, Bahrain
	English Language Certificate

Work Experience

2014-Present Bahrain Real Estate Investment (Edamah) B.S.C. (C), Manama, Bahrain

Department: Property Management Department

Position: Manager – Head of Business Development

Responsibilities:

- Identify business opportunities for developing Edamah's existing properties and execute business strategies built around enhancing the value of these properties.
- Locating, developing, defining, negotiating and closing business opportunities and relationships.
- Develop and deliver the business plans through carrying out research, formulate market analysis and deliver accurate business reports.
- Screen potential business deals by analyzing market strategies, deal requirements, potential and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Develop negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Keep abreast of developments in the marketplace, to find potential new business.
- Accomplishes financial objectives by guiding and supervising the process of collecting rents, paying bills, forecasting requirements, preparing an annual budget, scheduling expenditures, analyzing variances, initiating corrective actions.
- Superintending the property management maintenance plan by investigating and resolving tenant complaints, enforcing rules of occupancy, inspecting vacant units and completing repairs, planning renovations and contracting with landscaping.
- Attract anchor tenants through wide ranging relationships and contacts and negotiate contracts with tenants.
- Develop marketing and branding strategies for existing and new properties.
- Initiate rent reviews plans for existing tenants by amplifying the lease terms and formulate the most suitable assets' utilization and dispositions.
- Assist the Property management senior director in all matters related to Property Management Department.

2015-Present Southern Area Development Company B.S.C. (C), Manama, Bahrain

Position: Board Member, Executive Committee

Responsibilities:

- Examine the ethical implications of the corporation's strategies, policies, initiatives and activities.
- Review strategic plan with management, challenging underlying assumptions and insisting upon modifications to the strategic plan as required.
- Oversee the implementation of the strategic plan, including the linkage to the annual business plan.
- Monitor the corporation's performance against the strategic plan using appropriate metrics and milestones.
- Supervise risk management systems and processes for identifying, evaluating, prioritizing, mitigating and monitoring business risk.
- Assess the chief executive officer performance, including establishing performance target and objectives.
- Develop executive compensation plans.

- Report governance policies and initiatives to share holders.

2013-Present AlSaad Ventures Group, Manama, Bahrain

Position: Vice Chairman

Responsibilities:

- Plan, persuade, raise resources, and create new ventures.
- Screen potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments and discovering new opportunities.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials and estimating partners' needs and goals.
- Provide vision and leadership in long term fiscal planning to insure the continuity and solvency of the company.
- Determine staffing requirements, interview, hire and train new employees.
- Review financial statements, sales and activity reports, and other performance data to measure productivity and goal achievement.
- Direct and coordinate activities of businesses concerned with the production, pricing, sales and distribution of products.
- Monitor businesses and agencies to ensure that they efficiently and effectively provide needed services while staying within budgetary limits.
- Develop marketing strategies, including advertising campaigns and sales promotions.
- Represent management in purchase negotiations and set prices and credit terms.

2013-Present FOODCOM WLL, Manama, Bahrain

Position: Vice Chairman

Responsibilities:

- Responsible for development of franchising opportunities in the food industry.
- Facilitates the planning, development and monitoring of franchise programs.
- Evaluates market conditions and recommends strategies for franchise expansion.
- Monitors legal and policy compliance in the organization's franchise business to ensure that organizational standards, policies and processes are met.
- Set merchandising and pricing strategies in line with local marketplace.
- Ensure all retail principles, store layouts, recruitment/ training of team members and the overall brand proposition meets the brand standards.
- Lead ongoing engagement with global franchise counterparts to share strategies, best practices and planning cadence.
- Oversee the preparation of the annual report and accounts of the company and ensure their approval by the board.

2013-2014 Gulf Finance House B.S.C., Manama, Bahrain

Department: Development Infrastructure Department

Position: Manager

Responsibilities:

- Assist in Identifying and assessing the strategic options available to the real estate business and develop and implement innovative solutions.
- Develop and implement sales and communications plans across the entire portfolio of GFH development infrastructure projects.
- Provide 'sales intelligence' to assist the development team in building products relevant to the changing regional marketplace and identified client needs.

- Leading sales initiatives for infrastructure projects, driving business transformation, delivering exceptional results under tight deadlines and closing deals.
- Review feasibility studies that have already been conducted on existing real estate projects.
- Assist in developing strategy for client acquisition and retention.
- Identify and assess all distribution/partnership opportunities.
- Recommend sales strategies which maximize GFH's revenue potential.
- Establish budgets and agree sales targets with the project company sales and marketing managers.

2005-2012 Gulf Finance House B.S.C., Manama, Bahrain

Department: Investment Placement Department
 Position: Principal - Head of Bahrain Market Team
 Responsibilities:

- Accountable for the full sales process of GFH's investment portfolio including setting sales targets, developing marketing plans, identifying and targeting prospects.
- Advising on the establishment and raising of property funds, investments, financing, work out and sales, generating a track record of excellent risk adjusted returns for predominantly Gulf based investors.
- Identify suitable opportunities to offer GFH clients geographical diversity for their real estate, private equity and venture capital investments.
- Assist in initiate new funds and direct investment opportunities for both mature and emerging market by sourcing new investment opportunities.
- Performing financial investment analysis, such as conducting comparative financial analysis of other similar investments, benchmarking the investment against others in the industry and market and preparing financial projections and highlights.
- Maintaining current market intelligence through frequent interaction with investment banks, firms of professional advisors and other financial institutions.
- Assist in sourcing investment advisory mandates in providing many advisory services to clients such as source target companies for acquisition, merger or joint venture, recapitalizations, structure and execute public and private placement including preparation of placement memorandum, debt sourcing and IPO's.
- Manage GFH's image by influencing public perceptions through planning and coordination of Bank's advertising, Bank's identity programs and sponsorships and relations with government officials.
- Manage the relationship with the Bank's shareholders through planning and coordinating communications to keep investors informed of the Bank's activities.

2000-2005 Bahrain Defence Force, Riffa, Bahrain

Unit: Head Quarter
 Department: Directorate of Finance
 Position: Officer
 Responsibilities:

- Develops policies, directs, coordinates and performs all military finance and accounting functions for units and headquarter at all levels.
- Serves as the advisor to the Commander on all financial matters and matters pertaining to military personnel and units.
- Examines, controls and certifies military and civilian payrolls, travel, commercial accounts and other vouchers and claims.
- Prepares, consolidates and analyses financial data and management information systems reports at all command levels in support of the planning and budgeting.

- Controls, develops and audit changes to finance and accounting systems which support the overall Bahrain Defence Force mission.
- Trains military and civilian personnel in all areas of financial management and commands various sized finance units.

2004-2005 Gulf Finance House B.S.C., Manama, Bahrain

Department: Financial Control Department
 Position: Executive Trainee - 9 Months
 Program: Cooperative Training Program (9 Credits)
 Thesis Title: The Financial Control Cycle in Preparing Special Purpose Vehicles (SPVs): My Experience in Gulf Finance House

Responsibilities:

- Handle the accounting function of GFH's fund including periodic closing of financials.
- Preparing third parties payments as per contractual terms and group prescribed limits.
- Maintain the business' books of account, and ensure that it complies with relevant statutory and regulatory requirements.
- Preparing controlling books and Income projections for a number of SPV's or funds.
- Preparing funds under management reports and financial statements as per IAS / IFRS / AAOIFI guidelines.
- Communicate with external parties to smooth bank's work and cooperate with the external and Internal auditors.

2002 Citibank, N.A., Manama, Bahrain

Department: Global Consumer Bank - Credit Card Department
 Position: Trainee - 3 Months

Responsibilities:

- Perform credit card general operations including managing and reconciliation of client's card accounts; and activation and cancellation of client's credit cards.
- Handle clients complains via phone and emails.
- Analyze client's credit card portfolio performance and emerging risks.
- Review of client's accounts with regard to adherence to credit policies and fraud preventions.

2001 KPMG FAKHRO Auditing and Accounting, Manama, Bahrain

Department: Assurance and Shares Departments
 Position: Trainee - 3 Months

Responsibilities:

- Collect and analyze data to detect deficient controls, duplicated effort, extravagance, fraud, or non-compliance with laws, regulations, and management policies.
- Inspect accounting books (journal and ledger) and systems for efficiency, effectiveness, and use of accepted accounting procedures to record transactions in accordance with laws and regulations.
- Examine and evaluate financial and information systems, evaluating controls to ensure system reliability and data integrity.
- Prepare detailed reports on audit findings and provide independent opinions on the financial performance of an organization and the extent to which its obligations are fulfilled.

Membership in Business, Honor and Professional Societies

- American Chamber of Commerce in Bahrain (AmCham)
- Bahrain British Business Forum (BBBF)
- The French Chamber of Commerce and Industry in Bahrain (FCCIB)
- The International Honor Society of Business Excellence BETA GAMMA SIGMA, Illinois Chapter, USA
- Bahrain Society of Training and Development (BSTD)
- Saudi Organization of Certified Public Accounting (SOCPA)
- Bahrain Management Society
- Bahraini French Business Club (BFBC)
- Bahrain Computer and Internet Society