RESUME OF HAMEED H. AL-ANAZI

* *Investments business (****Business dev. –Implementation****)*
* *Mergers & Acquisitions*
* *Outsourcing projects*
* *Financial modeler certified* ***(CFM)***

Riyadh, K.S.A

Tel. +966114521624

Mobile +966509956379

E-mail: hhanazi@stc.com.sa

Education

* Bachelor degree in management information systems (MIS) from King Fahd University of Petroleum & Minerals, graduation date August 19 2001.
* MBA in management information systems from the American University Of London.
* Diploma in retail banking from the Institute Of Banking, graduation date September 01 2003
* Certificate from an interior institute in data entry and documents modification. (1991)
* Certificate of passing TOEFL test.(Test Of English as a Foreign Language)
* Certificate of passing ISO 9002 (procedures, phases & conditions) test.
* CFM. Certified Financial modeler

Capabilities

* Incorporating companies that support the main company strategically and financially (from the idea generation up to the implementation and going live for production).
* Managing outsourcing projects (BPO) including all related aspects of project journey (the opportunity and its underlined benefits [strategic, operational, financial]– JV type – partner selection – deal closure – legal documents such us NDA, MOU, HOA, SHA, SLA, MSA – business model - incorporating the company – legal work of the incorporation – communication campaign – HR stream and its legal works – Technical readiness – premises readiness – connectivity and testing – operation & production – close monitoring to daily operation to assure achieving KPIs – participate in the Board of Directors meetings of the new company to assure all streams are working well)
* Maintain smooth HR transfer during the outsourcing project and mitigate all expected risks related to resistant to change, that may include:
  + Understanding the transition phase, what is changing and why
  + Accepting changes including key processes, benefits, incentives and roles for transition
  + Empowering people, by identifying and communicating with key individual who will lead and drive the change
  + Adopting a consistent communication post-transition while assessing the impact of the delivered messages
* Supporting decision making process by providing the needed ..corporate reporting framework.
* Corporate governance of subsidiaries
* Advanced understanding of telecom industry (competitors analyzing – benchmarking – evaluating products…etc)
* Managing projects by following the PMP rules and concepts.
* Business and Companies’ valuation
* Working in a team-work environment.
* Special interests in strategy [strategic management – marketing strategy] and practicing it.

Achievements

* Incorporated contact center company (*an outsourcing project of 3,000 employees*) with an international partner
* Participated in Incorporating the Real Estate company
* Establishing STC data center (committee member)
* Developed a procedural activities dealing with corporate reporting. (STC)
* Participated in corporate reporting framework – and its related systems. (STC)
* Qualified as a member of the command center in Y2K project in ANB.

Work Experience

* Working in STC since Jan 2005 as a :
  + (current) mergers & acquisitions –M&A Expert
  + mergers & acquisitions –investments Expert
  + Strategic Investment Unit – project manager
  + Corporate Reporting Manager in corporate intelligence dept.
  + Business Analysis Analyst in strategic legal support dept.
* Worked in Riyadh Bank as an assistant branch manager from June 2002 to Jan 2005.
* Completed a co-operative program in Arab National Bank (as a systems analyst) done along with two divisions: Computer Operations Center - Banking Systems Development division(Y2K)

Memberships 🡺 member of Saudi Management Association since June 2004.

Training Courses:

|  |  |  |  |
| --- | --- | --- | --- |
| **No** | **Program Title** | **Location** | **Duration** |
| **1** | Introduction to Financial and Monetary System | IOB | Sept.14-15 |
| **2** | Bank Deposit Accounts and Related Services | IOB | Sept. 16-18 |
| **3** | Financial Accounting I | IOB | Sept. 21-25 |
| **4** | Financial Accounting II | IOB | Sept.28-Oct.02 |
| **5** | Non-Interest Bearing Financial (P&S) | IOB | Oct. 05-06 |
| **6** | Funds Transfer | IOB | Oct. 08-09 |
| **7** | Legal Aspects of Banking | IOB | Oct. 12-16 |
| **8** | Financial Analysis and Interpretation of Financial Statements | IOB | Oct. 19-23 |
| **9** | Introduction to Bank Lending | IOB | Oct. 26-30 |
| **10** | Trade Finance Products Services | IOB | Nov. 02-06 |
| **11** | Fundamental Concepts of Investment | IOB | Dec. 14-16 |
| **12** | Saudi Payment Network | IOB | Dec. 17 |
| **13** | Treasury Products and Services | IOB | Dec. 21-23 |
| **14** | Effective Interpersonal Communication Skills | IOB | Dec. 24-25 |
| **15** | Personal Effectiveness | IOB | Dec. 28-29 |
| **16** | Time Management | IOB | Dec. 30 |
| **17** | Customer Service and Relationship Building | IOB | Jan. 04-06 |
| **18** | Selling Skills | IOB | Jan. 07-11 |
| **19** | Report Writing | IOB | Jan. 12-14 |
| **20** | Preparation of Branch Marketing Plan | IOB | Apr. 19-21 |
| **21** | Effective Business Presentation | IOB | Apr. 22-23 |
| **22** | Money Laundry | IOB | Apr. 26-27 |
| **23** | Negotiation Skills | IOB | Apr. 28-30 |
| **24** | Fraud Control & Forgery Detection | IOB | May. 03-04 |
| **25** | Selling Process | IOB | May. 05-07 |
| **26** | Skills of Interacting with Others | IOB | May. 10-11 |
| **27** | Internal Auditing (controlling) | IOB | May. 12-14 |
| **28** | Islamic Banking | IOB | May. 17-21 |
| **29** | Effective Supervision | IOB | May. 24-28 |
| **30** | Excel XP 2002 Level (2) | NH | Nov. 2002 |
| **31** | Word XP 2002 Level (3) | NH | Nov. 2003 |
| **32** | Power Point XP Level (2) | NH | Nov. 2004 |
| **33** | Business Applications of Information Systems | KFUPM | Apr. 17 2004 |
| **34** | Enhancing the performance in Saudi Commercial Banks | KFUPM | Apr. 18 2004 |
| **35** | Project Management Professional | HRD | Apr. 16 2005 |
| **36** | Strategic Planning | STC | May 14 2005 |
| **37** | Service Level Agreements (SLA) Workshop | STC | Oct. 2005 |
| **38** | Employees Evaluation Process (Bill curve) Workshop | STC | Dec. 2005 |
| **39** | New Insurance System Process Workshop | STC | March. 2006 |
| **40** | Innovative & Creativity thinking | STC | 2008 |
| **41** | Competition intelligence analysis | CI institute |  |
| **42** | Competition intelligence modeling | CI institute | 2008 |
| **43** | Competition intelligence forecasting | CI institute | 2008 |
| **44** | Competition intelligence I (decision risks) | CI institute | 2008 |
| **45** | Competition intelligence II (Bayes analysis) | CI institute | 2008 |
| **46** | Competition intelligence III (Scenario Techniques) | CI institute | 2008 |
| **47** | Statistical tools and SPSS systems. | Dubai police academy | Dec. 2008 |
| **48** | Role of corporate PMO in project alignment with the corporate strategy | Paul Kilby | June 2009 |
| **48** | Building Project management value through strategic alignment | Paul Kilby | June 2009 |
| **49** | Change management and resistant to change | STC | 2013 |
| **50** | Team building, management and leadership | STC | 2012 |
| **51** | Saudi Telecom Middle management Training Program   * **Leading with integrity & building relationships** * **Developing people, teams & achieving results** * **Analytical & investment thinking** | STC | 2012 |
|  |  |  |  |

Keywords:

* **IOB🡪 Institute Of Banking**
* **NH 🡪 New Horizon**
* **KFUPM🡪 King Fahd University of Petroleum & Minerals**
* **HRD🡪 Human Resources Development**
* **STC🡪 Saudi Telecommunications Company**