



**Dr. Ayat Abubaker Mohd**

**Business Consultant**

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Dr. Ayat Abubaker

Working Experience: 16 years

Awards : The Chamber Award for Excellence was awarded 2017

CFA: Chartered Financial Analyst Level 1

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## **CAREER SUMMARY**

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Hands-on" multi-disciplinary professional with more than 14 years of experience with private and public sectors organizations. Specific expertise includes Business Development Consultant, strategy development, & compliance, senior management roles, finance, training, risk assessment, and information systems. Data Analysis, Preparation and Assessment of Economic Reports. Preparation of Economic Feasibility Studies Related to Development and Investment Opportunities.

Major achievements included, development of Business strategic plans, Product development and pricing, Project evaluation and asset valuation, Development of trade marks, Preparation of Franchise contracts reengineering and restructuring of divisions, implementing new financial & management structures, financial products development, human resources development, design and implementation of information systems. Business Planning and Research.

### *Competency in the following areas;*

- Financial Management, Budgeting and Planning
- Information Systems - Project Management
- Human Resources - Planning and Training
- E-Commerce - Legal Framework & Strategy Development
- Financial Products - Modeling, Risk Assessment & Funds Management
- Research - Development and Analysis using advanced tools including SPSS.
- Technical writing of Contracts, RFPs, Finance, HR, and IT manuals/procedures

## WORK EXPERIENCE

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### *Chief Business Consultant (Abu Dhabi chamber) –Business Development Dept: May 2007 – 2018 present*

Providing consultancy services on ad-hoc basis in the fields of finance, development of Business strategic plans, Product development and pricing, Project evaluation and asset valuation, Development of trade marks, Preparation of Franchise contracts reengineering and restructuring of divisions, implementing new financial & management structures, financial products development, private sector support, strategic planning, project management, investment planning, tendering procedures, Project Manager of the merger of small and medium-sized enterprises and Project Manager of the future entrepreneurs.

### *Business Development Expert (Abu Dhabi chamber) – Information Center Dept: May 2004 – 2007*

Working as Administrator in The Research Required Investigations for the purpose of data Collection and Field Observation Necessary for the Economic Assessment. The Responsibilities Centered on data Analysis, Preparation and Assessment of Economic Reports.

Feasibility Studies The responsibilities focused on preparation of Economic Feasibility Studies and Inspections Related to Development and Investment Opportunities in the Abu Dhabi. As well as Preparation of Information Concerning Financial Positions of the Companies Operating

### *2003-2004 (Truth Economic Conciliates -- Abu Dhabi ) Economic Feasibility Studies*

In this capacity, I was providing project management, advisory and consultancy services.

### *2001-2002 (Southern States Development and Investment Foundation, Sudan)*

Economic researcher: The responsibilities focused on preparation of economic feasibility studies and inspections related to development and investment opportunities in the southern states. As well as preparation of information concerning financial positions of the companies operating in the said states, my responsibilities included setting up of strategic plans for these products and modeling of new products

### *2000-2001 ( Al Neelain University, Nile Basin Research Centre, Sudan)*

Fellow researcher: The research was on evaluation of water resources under scarcity conditions. The research required investigations for the purpose of



data collection and field observation necessary for the economic assessment. The responsibilities centered on data analysis, preparation and assessment of economic reports

Responsible for managing the two departments; Finance & Accounting, and Human Resources. My responsibilities included a rigorous business process reengineering of the Finance department and installing a new Financial & Accounting Computerized System.

#### **August 1999 - November 2000 Khartoum Stock Exchange**

Work in different departments such as Customer Support, Production Planning and Finance Departments. Worked on Stock journal entries, Review stock write offs, Accounts payable, Accounts receivable, Cash and Banking, and Inter-company Accounts.

#### **Part-time Activities**

- Training of Entrepreneurs
- Evaluation of projects, Preparation of feasibility studies
- Development of business and private brands
- Preparation of letters of credit and letters of guarantee
- Franchise contracts

#### **Academic Qualifications**

##### **January 2018 – May 2018 Professional Certificate (Commercial Arbitration)**

Program of qualification and preparation of arbitrators  
Professional Certificate

|             |       |  |
|-------------|-------|--|
| 2003 - 2006 | PhD   | El Neelain University Faculty of Commerce -Khartoum                  |
|             | - PhD | Economic, Graduate College,  |
|             |       | Thesis on: (The Economic Evaluation of Water Resource in the Sudan). |

|                |      |   |
|----------------|------|---|
| Sep 2003- 2005 | M.Sc | El Neelain University Faculty of Commerce -Khartoum |
|                |      | Master in Economic Development                      |
|                |      | College of Commerce                                 |
|                |      | Major - Commerce & Management                       |
|                |      | Minor - Finance Taxation                            |

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|-----------------|--|--|
| Sep 2000 - B.Sc |  | University of Zalingei - Faculty of Agricultural |
|                 |  | (Honors) in Agricultural Rural Economy           |

|                |  |   |
|----------------|--|---|
| 2002 - Diploma |  | El Neelain University Faculty of Commerce -Khartoum |
|                |  | Higher National Diploma (HND) - Full Time           |
|                |  | Business and Management School                      |

### **Extra Courses**

- 1- Capacity Building Program For Women
- 2- Strategic Thinking & Planning
- 3- Microsoft approved course
- 4- Training of Trainers Program on Entrepreneurship Development & Enterprise Creation Program.
- 5- Leadership and Professional Development
- 6- Ethical and Professional Standards
- 7- Quantitative Methods
- 8- Economics
- 9- Financial Reporting and Analysis
- 10- Corporate Finance
- 11- Portfolio Management
- 12- Equity
- 13- Fixed Income
- 14- Derivatives
- 15- Alternative Investments
- 16- Tread map
- 17- Project Implementation and Evaluation
- 18- Strategic communication session for Leaders
- 19- project Management

### **Other Contributions & Participations**

Besides my work experience, I have further contributed and participated in presenting the following papers :-

1. Investment Opportunity in Food Processing in the Emirate of Abu Dhabi
2. Policies, Strategies & Legislations related to the Emirati Business women
3. The impact of lower oil prices on OPEC countries Arab economies model
4. The phenomenon of personal loans
5. 4. The impact of information and decision support on investment policy making
6. Strategic Planning and Information Conference
7. Domestic labor market
8. Entrepreneurs Guide
9. Future Guide for Entrepreneurs and SMEs
10. Test the capabilities to enter the business
11. How to choose a sound investment idea
12. Project Action Plan.
13. Brand model
14. The basic qualities of the investor

15. A paper on "the role of organizations in the Sudan" June 2001 a workshop organized by Oxfam one of the leading organizations operating in the field of relief and development.
16. "The role of employed women in development", Feb. 2000 in Nayala in Western Sudan, a workshop conducted by women's union.
17. "Air-service Marketing", June 2001 Azza Aviation Company, Khartoum, Sudan.
18. "Water pricing" Sept. 2002 a paper presented to Nile Basin Research Center, Khartoum, Sudan.
19. A paper on "Evaluation of water resources in South Darfer State, Sudan", Feb. 2002 presented at a conference held in Dubai on water resources and integrated management in the third millennium organized by Zayed International Prize for the environment.
20. A paper on "Policy of Water Pricing" as a Second author, March 2002 a conference held in Bahrain on "Water in Gulf Cooperation Council countries".
21. A paper on "Water Utility in Sudan", Oct. 2002, Organized by UNESCO in cooperation with Omdurman Islamic University on the role of scientific research in the field of water".
22. "How to develop Khartoum Stock Exchange", April , 2000. Khartoum Stock Exchange.

## Personal

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*Date of Birth:* : September 6, 1977.

*Nationality:* Sudanese

*References:* available upon request

Sudan: -

Professor Dr. Isaam Aw. Mohammed

Professor of Agriculture Economics, Department Of Economics – Faculty Of Commerce, Economic And Social Studies.

Dean of Nile Basin Research Institute.

Al Neelain University

Khartoum, Sudan

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