

Holds a Bachelor in Commerce (Accounting and International Finance), CFA and MBA. Has about 28 years of professional corporate finance and investment industry experience which allow to lead complex projects.

PERSONAL DATA

Nationality : Egyptian
Gender : Male
Residence : Currently Bahrain

EDUCATION

: Bachelor in Commerce (Accounting and International Finance), Alexandria University, 1992
: Chartered Financial Analyst (CFA) designation, 2004
: Executive MBA, Swiss Business School, 2015

LANGUAGES

Arabic : Native Language
English : Good

COMPUTER SKILLS

: Windows, MS Office, Internet

CHRONOLOGICAL EXPERIENCE RECORD

Dates : From Jan. 2019 till now
Employer : RIGHT GATE CONSULTANCY, BAHRAIN
Job title : SENIOR DIRECTOR – ADVISORY
Job Description :

- Inaugurated the advisory practice.
- Lead business development activities in Bahrain, Saudi Arabia and Kuwait.
- Lead relationship management of primary clients ranging from principals, executive directors, C-level executives and CFOs.
- Provided customized financial and operational advisory services for strategic business planning, project management, asset allocation strategy, non-organic growth strategy formation with detailed execution plans.
- Developed strategic growth playbook for clients.
- Managed, on behalf of clients, the entire deal lifecycle.

Dates : From Aug. 2017 till Dec. 2018
Employer : IBDAR BANK, BAHRAIN
Job title : SENIOR EXECUTIVE DIRECTOR – IB ADVISORY
Job Description :

- Succeeded in making IB advisory as highest revenue generating business line.
- Managed investment banking advisory and wealth management services.
- Spearheaded deal origination initiatives and handle all aspects of the client relationship.
- Managed and maintained clients' relationships.
- Structured client deal strategies to lead and run deals from beginning to end.
- Lead transaction management of broad cross-functional transaction team, including third party advisors.
- Strictly adhered to all risk and control internal policies and regulatory guidelines.
- Developed strong relationships with C-level executives and principals as a trusted advisor.
- Developed strategic growth playbook for clients to create a successful and repeatable M&A process.
- Managed, on behalf of clients, the entire deal lifecycle.
- Developed a team of talented professional bankers.

Dates : From Oct. 2010 till Jul. 2017
Employer : PAN GULF MERGERS, BAHRAIN
Job title : SENIOR DIRECTOR – M&A ADVISORY
Job Description :

- Co-founded the firm and participated in formulating the strategy and business plan.
- Inaugurated the advisory practice, selecting and building the team of directors.
- Expanded coverage for financial and institutional investors as well as high-net-worth individual portfolios.
- Implemented market penetration strategy, establishing a footprint in Saudi Arabia, Qatar, Kuwait and Egypt.
- Expanded coverage network to cover private equity funds (including regional sovereign funds).
- Managed and successfully closed M&A advisory transactions and strategic advisory assignments.
- Structured, executed and managed wealth management strategies for clients in KSA.
- Developed Investment policy statements, asset allocation strategy and risk management framework for clients.

Dates : From Jun. 2008 till Sep. 2010
Employer : CAPINNOVA BANK, BAHRAIN
Job title : SENIOR DIRECTOR – CORPORATE FINANCE
Job Description :

- Re-formulated strategy and business plan for the corporate finance and investment banking functions under the newly launched wholesale Islamic operations.

- Developed an origination strategy to efficiently capture market share.
- Engaged in 3 transactions within 3 months of operation.
- Developed a strategy for expanding the bank's offering into high yielding products and services.
- Actively participated in bank's management committees (Investments, Risk Management, ALCO, Employee remuneration).
- Recruited and developed a team of professionals.

Dates : From Jan. 2005 till May 2008
Employer : BANK ALKHAIR, BAHRAIN
Job title : SENIOR DIRECTOR – CORPORATE FINANCE
Job Description :

- Co-lead the inauguration management team of the bank and Formulated business development plans that successfully won the first corporate finance mandate for the bank.
- Covered prospects from Saudi Arabia, Qatar, Kuwait, and UAE for the origination and execution of strategic M&A.
- Advised the in-house fund's investment committee.
- Successfully managed equity capital raising transactions in healthcare, TMT and retail industries worth US\$460M.
- Actively supported the successful capital raising for a US\$500M strategic acquisitions fund.
- Advised on US\$ 500M acquisition strategy for a Saudi real estate private company and 3 buy side acquisitions for a Saudi real estate private company in contracting, building materials and steel manufacturing industries.
- Co-lead for issuing US\$1.6B Sukuk series (Islamic Bonds) for a Saudi real estate private company.
- Simultaneously managed 3 buy-side M&A transactions in Pakistan, UAE and Bahrain for the acquisitions fund.

Dates : From Jan. 2004 till Dec. 2004
Employer : ABU DHABI ISLAMIC BANK, UAE
Job title : DIRECTOR – INVESTMENT BANKING
Job Description :

- Established the project finance department and successfully sourced, structured and closed 3 mega transactions in the power generation industry valuing over US\$8.0B.
- Strengthened the bank's offering for structured Islamic product finance, products and services.
- Structured flag ship Islamic financing for the world's first satellite communication provider Thuraya.

Dates : From Jan. 2000 till Dec. 2003
Employer : CITI BANK, UAE
Job title : VICE PRESIDENT – CORPORATE FINANCE
Job Description :

- Represented a Citibank in Abu Dhabi for all corporate and investment banking activities.
- Led business development and origination with Abu Dhabi's government organizations for project finance deals in power generation and oil and gas sectors.

- Managed US \$320M in project finance loans and corporate loans portfolio.
- Rapidly increased the project finance portfolio to US\$150M with underwritten commitments of US\$467M.
- Increased fee income by 127% through greater penetration into government related businesses.
- Closed first of its kind hybrid (Islamic and conventional debt) project finance deal for power plant of US\$3.2B.

Dates : From 1996 till 2000
Employer : The Saudi British Bank (Riyadh, KSA)
Job title : Manager, Corporate Finance

Dates : From 1994 till 1996
Employer : Ismail Abu Dawood Family Office, P&G Affiliate - Jeddah, KSA
Job title : Senior Financial Consultant

Dates : From 1993 till 1994
Employer : HSBC, Alexandria – Egypt
Job title : Bank Clerk

Field of experience : Wealth Management / Deal Sourcing / Origination / Mergers and Acquisitions / Turn-around Strategies / Strategic Analysis / Efficient Execution / Risk Assessment / Advisory / Corporate Finance / Project Finance / Deal Structuring / Negotiation / Islamic Banking / Business Development / Client Relationships.