

Omar Ali

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Profile

Bilingual finance professional with four years of experience in corporate banking. As an Assistant Relationship Manager co-managed and grew a debt portfolio of USD 119 Million by over 20% in 8 months. Managed clients in more than 10 different industries, with transactions ranging from bilateral to PPP and leveraged buy-outs. Achieving this growth while maintaining a high quality portfolio relied heavily on effective communication skills, detailed analysis and building strong relationships with various stakeholder groups internally and externally. Speaks fluent Arabic and English.

Relevant Knowledge, Skills, and Training

- Relationship Management • Business & Risk Analysis • Financial Modeling & Analysis • Valuation
- Data Analysis • Report Preparation • Fast Learner • MS Word • MS Excel • MS PowerPoint

Professional Experience

PROTIVITI—Dubai, United Arab Emirates

October 2014– Present

Consultant – Business Advisory Services (October 2014 – Present). Addressing clients' needs within the areas of Enterprise Risk Management, Strategy, Market Assessment, Financial Feasibility, Restructuring and Process Improvement with the following responsibilities.

- Assigned to three different projects within six months namely in the fields of Enterprise Risk Management for Utility Company, Business Process Re-engineering for a Social Insurance Provider and Export Development Project for a Development Bank.
- Conducted in-depth process understanding of Insurance Claims Management, Pensions, Medical Care and HSE Inspection within the Branches of Social Insurance Provider.
- Participated in process mapping and the preparation of process flowcharts of branch processes at multiple levels.
- Participated in the preparation and update of the project charter, project plan, weekly project status updates and project budget.

ALEXBANK – INTESA SAN PAOLO—Cairo, Cairo, Egypt

September 1st 2009 – July 31st 2013

Assistant Relationship Manager (January 2011 – July 2013). Management of a portfolio of Corporate Clients starting with client acquisition/retention, credit proposal building (business case), supervision of daily portfolio transactions, problem solving and building relationships with internal and external stakeholders.

- Contributed to a growth of USD 33 Million in new client accounts (20%) and USD 10 Million in existing client accounts (8% net growth) in 2013.
- Improved the quality of the Food & Beverage and White Goods Portfolio assigned in 2011, by eliminating expired accounts through timely renewal and enhancing clients' promptness and loyalty evidenced in growth of portfolio.
- Key go-to person for the Head of Corporate Banking for creating specialized reports, presentations and weekly monitoring of the Division's performance in addition to other one-off projects.

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Professional Experience

Credit Analyst (September 2009 – January 2011). Prepare credit proposals and conduct full credit analysis of corporate clients under the management of a Relationship Manager.

- Provided comprehensive credit analysis proposals and advice to the Relationship Manager resulting in a credit portfolio with minimal problematic accounts and no expiries.
- Awarded a Certificate of Excellence by the Chairman of the Board for exemplary performance.
- Selected out of a department of 40 senior relationship managers to conduct weekly reports and analysis on the total Corporate Banking portfolio directly reporting to the Head of Corporate Banking.
- Selected out of a department of 40 senior relationship managers to conduct the budget forecasts for Corporate Banking and target setting for the Division.

Education

Master of Business Administration (MBA)

August 2014

HULT INTERNATIONAL BUSINESS SCHOOL—Dubai, United Arab Emirates

- President and Founder of the Hult Public Speaking Club with a member base representing 30% of the full time student population.
- Competed in the world's largest student business competition; the HultPrize. In a team of five, developed an innovative business model to tackle the global non-communicable diseases issue in slums. Won the competition's internal round and competed in the Regional Final.
- Electives: Project Management, Leadership in Emerging Markets, Return Driven Strategy and Islamic Finance.
- Dean's List for Module C

Bachelor of Business Administration

July 2008

UNIVERSITY OF NEW BRUNSWICK—Cairo, Cairo, Egypt

- Dual Bachelor Degree in Cooperation with Sadat Academy for Management Sciences
Major: International Business Administration; concentrations: Finance and Human Resource Management

Additional Information

Languages: Arabic (native), English (fluent)

Technologies: Ms Office, Finacle