
EDUCATION

2011 - 2013	IESE BUSINESS SCHOOL Master of Business Administration (MBA Program)	BARCELONA, SPAIN
1999 - 2004	VIRGINIA TECH B.S. Industrial & Systems Engineering, Minor in Business Administration	BLACKSBURG, VIRGINIA, UNITED STATES

EXPERIENCE

2012	ALAMAN INVESTMENT GROUP Private Iraqi investment group focusing on rapidly scalable manufacturing projects, with startup capital of \$10M.	BAGHDAD, IRAQ
<i>Summer 12</i>	<i>Summer Business Development Intern</i> <ul style="list-style-type: none">Conducted in-depth market research to ascertain feasibility of Baghdad door manufacturing line. Defined competitive landscape, product development requirements and assessed market potential.Prepared business plan and market entry strategy and outlined procedure for operationalization within one year.	<i>Barcelona, Spain</i>
2006 - 2011	FUTURE PIPE INDUSTRIES GROUP Largest Fiberglass Pipe Manufacturing Company in the world in terms of revenues: \$850M.	DUBAI, UNITED ARAB EMIRATES
<i>Jan. 10 - Jan. 11</i>	<i>Business Intelligence Project Manager - Supervising team of three analysts</i> <ul style="list-style-type: none">Selected in top 2% of 5000 employee group to mediate cross-functional think tank. Acquired and led analysis of client and competitor intelligence utilizing micro and macro economic key indicators, and formulated market development recommendations for board of directors. Results prompted \$50M initiative to expand presence in Asia.Designed and integrated IT-based strategic report tool to bridge internal communication gap between senior management and sales, enabling the company to secure \$10M in additional revenues in three months.	<i>Dubai, United Arab Emirates</i>
<i>Jun. 08 - Jan. 10</i>	<i>Business Strategy Specialist</i> <ul style="list-style-type: none">Identified \$100M in potential group savings through evaluation of group working capital, and designed excel model and policies to strengthen group cashflow management, recovering \$35M of outstanding cash in one year.Led design and development of excel management reporting dashboard, reporting on financial and operational key performance metrics, resulting in extensive increase in accuracy, usability and identification of improvement areas.	<i>Dubai, United Arab Emirates</i>
<i>May 06 - Jun. 08</i>	<i>Business Strategy Analyst</i> <ul style="list-style-type: none">Partnered with CEO and unit heads to redesign formal organizational and cost structure. Developed new performance management system, incentive scheme, and internal communication campaign for eleven manufacturing units.Spearheaded development and delivery of strategic communication workshops for global sales force and senior managers leading to operating efficiency gains of over 40% within two years.	<i>Dubai, United Arab Emirates</i>
2005 - 2006	FINE HYGIENIC PAPER INC. Largest paper product manufacturer in Middle East & North Africa Region with annual revenues of \$500M.	DUBAI, UNITED ARAB EMIRATES
<i>May 05 - May 06</i>	<i>Business Development Officer</i> <ul style="list-style-type: none">Performed in-depth research and analysis, delivering projections of Iranian consumer good paper product market in terms of size, competitors, trends and key drivers. Devised market entry strategy and facilitated company establishment.	<i>Dubai, United Arab Emirates</i>
2004 - 2005	NATIONAL FOAM & FURNITURE INDUSTRIES Independently established Polyurethane foam and furniture manufacturing company with annual revenues of \$25M.	BAGHDAD, IRAQ
<i>May 04 - May 05</i>	<i>Co-Founder & Production Supervisor</i> <ul style="list-style-type: none">Constructed regional market study to assess attractiveness of chemicals market in Middle East and developed business plan, feasibility study and market entry strategy.Secured \$700K in seed capital and negotiated company establishment, factory development and staffing within one year, achieving \$10M in revenues.	<i>Baghdad, Iraq</i>

LANGUAGES

Arabic: Mother tongue
Spanish: Basic

English: Mother tongue

GENERAL INFORMATION

- IESE Business School: Co-President of Middle East Business Club, active member of Consulting Club and Entrepreneurship Club.
 - Virginia Tech: Co-Chair, Student Government Committee for Diversity Affairs 2001-2002, performed crisis management activities in the wake of 9/11 attacks, and organized workshops to promote student diversity; Treasurer, Student Leadership Program 1999-2001.
- PERSONAL: self taught guitar, lead singer of IESE band, visited 35 countries across 4 continents, Soccer, Tennis, performed amateur stand up comedy for two years 2001-2003.