

Date: 19 July 2023

التاريخ: 19 يوليو 2024

H.E Dr. Maryam Buti Al Suwaidi
Chief Executive Officer
Securities and Commodities Authority
P.O.Box: 33733 Abu Dhabi, UAE

سعادة الدكتورة/ مريم بطي السويدي
الرئيس التنفيذي
هيئة الأوراق المالية والسلع
ص.ب رقم: 33733 أبو ظبي، الإمارات العربية المتحدة

Mr. Hamed Ahmed Ali
Chief Executive Officer
Dubai Financial Market
P.O.Box: 9700 Dubai, UAE

السيد / حامد أحمد علي
الرئيس تنفيذي
سوق دبي المالي
ص.ب رقم: 9700 دبي، الإمارات العربية المتحدة

Dear Madam/Sir,

بعد التحية

Sub: List of Candidates for Filling the Two Vacant Positions on the Company's Board of Directors

الموضوع : قائمة المترشحين لملء المركزين الشاغرين في مجلس إدارة الشركة

Reference to the above subject, please be informed that complete applications have been received from the following candidates for the Company's Board of Directors membership **to fill the (2) vacant positions:**

بالإشارة إلى الموضوع أعلاه، يرجى العلم بأنه قد تم استلام طلبات الترشيح لعضوية مجلس إدارة الشركة لملء المركزين الشاغرين في مجلس إدارة الشركة من كل من:

الرقم NO	الاسم Name	الجنسية Nationality	صفة العضوية Membership
1	السيد / فهد عبد القادر قاسم عبد الله القاسم Mr. Fahad Abdulqader Qassim Abdulla Alqassim	الإمارات UAE	مستقل / غير تنفيذي Independent/Non Executive
2	السيد / عمار علي محمد جبر Mr. Ammar Ali Mohamed Jaber	الإمارات UAE	مستقل / غير تنفيذي Independent/Non Executive
3	السيد / هلال محمد شبيب محمد الظاهري Mr. Helal Mohamed Shabeeb Mohamed Aldaheri	الإمارات UAE	مستقل / غير تنفيذي Independent/Non Executive
4	السيد / عبدالله عبد النبي عبد الله سلمان النعيمي Mr. Abdulla Abdulnabi Abdulla Salman Alnuaimi	الإمارات UAE	مستقل / غير تنفيذي Independent/Non Executive
5	السيد / عادل صالح محمد عبد الله آل علي Mr. Adel Saleh Mohamad Abdallah Al Ali	الإمارات UAE	مستقل / غير تنفيذي Independent/Non Executive

Independent/Non Executive	UAE		
مستقل/ غير تنفيذي Independent/Non Executive	الإمارات UAE	السيد/ محمد فاضل غلوم حسين لاري Mr. Mohamed Fadhel Ghuloom Hussain Lari	6

The shareholders will vote on the election of the (2) new Board members during the General Assembly Meeting to be held on 22/07/2024 at 3:00 PM, subject to the final from the Central Bank of the UAE.

وسيقوم المساهمون بالتصويت على انتخاب العضوين الجديدين لمجلس الإدارة في اجتماع الجمعية العمومية المزمع عقده بتاريخ 2024/07/22 في تمام الساعة الثالثة عصراً، بشرط الحصول على الموافقة النهائية من مصرف الإمارات العربية المتحدة المركزي.



Khaled Barakat خالد بركات
General Counsel and Board Secretary المستشار العام وأمين سر مجلس الإدارة



- Attached is a brief information for the nominated candidates.

- مرفق معلومات عن المرشحين

Fahad Abdul Qader Al Qassim

Date of Birth: 23rd Sept. 1978, Nationality: UAE

P.O. Box: 907777, Dubai, UAE

Mob: +971-50 – 6500244

Email: fahad_aq@yahoo.com

Board Memberships

Nov 2023 – Present	Eshraq Investments PJSC Chairman of the Board
Jun 2020 – Present	Aramex PJSC Board member and Chairman of Audit Committee

Work Experience

Jun 2023 – Present **Endowments' and Minors' Funds Authority**
Acting Director General

Mar 2021 – Present **ADQ**
Chief Executive Officer

- Responsible of the Healthcare, Life Sciences and Financial Services verticals
- Board member / representative on all portfolio companies
- Manage portfolio companies through board on strategic issues and growth

Sep 2018 – Mar 2021 **Emirates NBD Capital**
Chief Executive Officer

- Lead the Investment Banking division at the Group
- Cover four business units: Loans & Syndications, Debt Capital Markets, Corporate Finance, Agency services, and ENBD Securities
- Responsible for ENBD Capital KSA operations
- Manage a team of 90 full time employees, with 5 direct reports
- Achieved record year in 2019 and 2020
- Present to Board Investment Committee and Management Credit Committee on transactions
- Manage the budgets and performance of all business units
- Build the underlying pipeline of transactions with teams to ensure financial performance
- Draw the annual strategy for the teams by identifying products and regions and align with ENBD Group strategy

Nov 2009 – Jul 2018 **Waha Capital PJSC**
Managing Director – Head of Principal Investments

- Manage all proprietary investments at Waha Capital, a portfolio of AED 7 billion: Aercap Holding, Dunia Finance, Channel VAS, Waha Land, National Petroleum Services, Stanford Marine Group, and MENA Infrastructure Fund
- Current portfolio generates c. AED 650m of gross profits (share of net income)
- Lead a team of five members overlooking the assets
- Originate, screen and propose potential deals to the Board on a mandate to invest \$100m

- Report portfolio performance to the board on quarterly basis
- Board member / representative on all portfolio companies
- Portfolio management responsibility through board on strategic issues / growth and by closely engaging with the companies' management to ensure achievement of objectives throughout all businesses (finance, legal, HR, etc...)
- Responsible for portfolio companies' growth through bolt on acquisitions and merger opportunities
- Member of the Investment Committee and Management committee at Waha Capital
- Examples:
 - o AerCap US\$ 1 billion funded collar structure rollover
 - o Closed a deal of \$50m in a Fintech company called Channel VAS
 - o Dunia finance growth strategy formulation and originating bolt on acquisitions
 - o Turnaround exercise of Addax Bank in Bahrain from loss and more than ten legal cases to profitable and clean unleveraged bank
 - o Turnaround of education platform First Education Holding to have appropriate management and expansion of schools, 5000 students enrolled

Dec 2007 – Nov 2009

The Executive Council – Government of Dubai

Head of Executive Council Projects: Support government innovation and restructuring implementation. Strategy formation of agencies, and explore new initiatives and ideas to support the government functions.

Mar 2005 – Nov 2007

Millennium Capital (*Subsidiary of Dubai Islamic Bank*)

Project Finance & Syndications - Investment Banking Dept.

Assistant Vice President: Analysing new projects & deals for financing, prepare credit documentation and selling down the deal to other banks.

May 2004 – Feb 2005

Dubai Aluminium Company Limited

Purchasing Department

Team Leader: Responsible for the procurement of various commodities for the company.

Feb 2001 – Apr 2004

Dubai Aluminium Company Limited

IT Applications Dept, Production Section

System Analyst: Responsible for the production IT system, analysis, designing and maintenance.

Sept 2000 – Jan 2001

Dubai Internet City

IT Enterprise Resource Planning

Oracle Financial Application

Database Administrator: Developed and maintained Oracle financial database.

Nov 1998 – Sept 2000

Dubai Aluminium Company Limited “DUBAL”

IT Application Management

Production System

Analyst Programmer: IT system production programmer.

Education

Feb 2008 – Feb 2009

Executive Diploma in Public Administration

Lee Kuan Yu School of Government

National University of Singapore in conjunction with Dubai School of Government

Jul 2002 – Dec 2003

Masters of Business Administration (MBA) specializing in Finance & Investments

Graduated with Distinction
Monash University, Melbourne, Australia

Oct 1999 – Jun 2000

BSc. (Hons) in Applied Computing,
Graduated at Upper Second Honors,
Leeds Metropolitan University,
Leeds, UK

Sep 1995 – Jun 1998

Higher National Diploma in Electronics Engineering Technology,
Graduated with Honors,
Dubai Men's College,
Higher Colleges of Technology, Dubai, UAE

Courses

Dec 2020

Fintech for Senior Executives
INSEAD Executive Education

Jun 2010

M&A Workshop
The Wharton School of Business
University of Pennsylvania

Feb 2007

Syndicated Loans – 3 days
Euromoney Institute,
London, UK

Dec 2005

Project Finance Workshop – 4 days
Euromoney Institute,
London, UK

Sep 2005

The Islamic Economic and Banking System
Dubai Islamic Bank

May 2005

The difference between Islamic and Conventional Banking Systems – Dr.
Abdulsattar Abu Ghoda

Sep 2004

The 7 Habits of Highly Effective People
DUBAL Training Centre

Mar 1999 – Aug 1999

Oracle Development Training Course,
Oracle Systems Corporation,
Dubai Trade Centre

Awards/Honors

Executive Development Leadership Program at Waha Capital 2014 - 2015

Sheikh Mohammed bin Rashid Leadership Program 2008 - 2010 Young Leaders

EDAAD Scholarship: Awarded to UAE nationals that are recognized for their outstanding academic and extra curricular accomplishments.

Certificate of Excellence: Awarded to the best technology student in 1997 and 1998 at Dubai Men's College.

Languages

English: fluent.

Arabic: fluent (1st language).



Ammar Alhaj

🏠 Al Khawaneej 2, Dubai, UAE
☎ 971509649000
✉ ammar.alhaaj@gmail.com

Languages

★★★★★ English
★★★★★ Arabic

Soft Skills

★★★★★ Bloomberg
★★★ Calypso
★★★★★ Word
★★★ Excel
★★★★★ PowerPoint

Hobbies



Profile

Experienced Global Markets & Treasury expert with a demonstrated history of working in Foreign exchange, Interest Rates Derivatives, Global Funding & principal investments, and Assets & Liability Management. Strong Finance profession with a Certificate of Finance from London Business School, London, UK and MBA from the Canadian university of Dubai.

Experience

EmiratesNBD

Jan 2023 - Present

Group Treasurer and Head of Global Markets

EmiratesNBD

Aug2021 - Dec 2022

Head of Group ALM & International GM&T

July 2019 - Aug 2021

Managing Director, Group Assets & Liabilities Management

Emirates Islamic

December 2016 - July 2019

Head of Treasury & Markets

EmiratesNBD

April 2015 - December 2016

Senior Director, Assets & Liabilities Management

April 2012 - April 2015

Director, Global Funding & Principal investments

October 2009 - April 2012

Associate Director, Interest Rate Derivatives (IRD)

November 2007 - October 2009

Associate, Foreign Exchange Trading Desk

Skills

• Active Listening	• Conflict Resolution	• Critical Thinking	• Leadership
• Communication	• Creativity	• Customer Service	• Decision Making

Education

Certificate of Finance

2018 - 2019

London Business School (LBS), London, UK

MBA General Business

2012-2013

Canadian University of Dubai (CUD), Dubai, UAE

Bachelor, Business Administration

2007-2009

Higher College of Technology, Dubai Men's College (DMC), Dubai, UAE

Higher Diploma, Banking and Financial Services

2003-2007

Higher College of Technology, Dubai Men's College (DMC), Dubai, UAE

Specialized Training courses

Leading for Result, Insead, Fontainebleau, France
Global Markets Sales advanced, NYIF, New York, USA
ALCO management, IFF, London, UK

هلال محمد شبيب محمد الظاهري

ص ب 4956، أبوظبي، الإمارات العربية المتحدة

الموبايل: +971 50 721 8822

البريد الإلكتروني: He.Aldhaheri@gmail.com

التعليم الأكاديمي والدورات الفنية	
2022	حامل شهادة CFA
2016 - 2015	برنامج الخدمة الوطنية والاحتياطية، الإمارات العربية المتحدة
2015 - 2013	اجتياز امتحان CFA في المستوى 1 و 2 و 3
2012 - 2011	ماجستير في إدارة الأعمال ، تخصص المالية. المعدل التراكمي: 3.43 / 4 الجامعة الأمريكية في الشارقة ، الإمارات العربية المتحدة
2010 – 2007	بكالوريوس العلوم في إدارة الأعمال ، تخصص المحاسبة والمالية. المعدل التراكمي: 3.35 / 4 الجامعة الأمريكية في الشارقة ، الإمارات العربية المتحدة
2007	دبلوم المدرسة الثانوية الدرجة: 95.1% مدارس النهضة الوطنية ، أبو ظبي ، الإمارات العربية المتحدة

الخبرات المهنية	
يونيو 2024 - حاليا	لجنة التسعير والتأمين في جهاز أبوظبي للاستثمار - عضو
يناير 2024 - حاليا	دائرة السندات في جهاز أبوظبي للاستثمار - مدير استثمارات قسم إدارة المحفظة الداخلية (IG Credit)
يونيو 2022 - يونيو 2023	بنك تونس والامارات - عضو مجلس إدارة
أبريل 2022 - ديسمبر 2023	دائرة السندات في جهاز أبوظبي للاستثمار - أخصائي أبحاث قسم أبحاث الائتمان (مع التركيز على تحليل القطاع المالي العالمي)
أبريل 2020 - مارس 2022	دائرة السندات والخزينة في جهاز أبوظبي للاستثمار - مساعد أول قسم أبحاث الائتمان (مع التركيز على تحليل القطاع المالي العالمي)
أغسطس 2017 - مارس 2020	دائرة السندات والخزينة في جهاز أبوظبي للاستثمار - مساعد استثمار قسم أبحاث الائتمان (مع التركيز على تحليل القطاع المالي العالمي)
يناير 2014 - يوليو 2017	دائرة خدمات الاستثمار في جهاز أبوظبي للاستثمار - مساعد محترف قسم مخاطر الائتمان (مع التركيز على تحليل مخاطر الطرف المقابل ومخاطر الدولة)
يناير 2013 - ديسمبر 2013	أكاديمية جهاز أبوظبي للاستثمار - مشارك
أكتوبر 2012 - ديسمبر 2012	دائرة العمليات في جهاز أبوظبي للاستثمار - متدرب



Abdulla Al Nuaimi

Advisor at SEED Group

The Private Office of Sheikh Saeed Bin Ahmed Al Maktoum

Mobile: +971 (50) 6509906

Nationality: UAE National

Date of Birth: 24-Feb-1973

Email: abdulla.salman@gmail.com

LinkedIn: <https://www.linkedin.com/in/abdulla-alnuaimi>

Career Profile

Influential UAE National with a proven track record for over 25 years within the Financial Service, Insurance, Procurement domains with expertise in Insurance and Technology sectors. Expert in end-to-end transformation management of organizations to attain profitability targets with minimum cost and maximum ROI by optimizing operations to enhance productivity. Experienced in instilling people focused process and culture by leading the organizational teams to collaborate and deliver to maximum efficiency. Expertise in driving topline revenue by strategizing business strategy and executing in line with business plan aligned to market needs. Successful in leading the business teams to attain the strategic goals as per industry trend.

Advisor at SEED Group – The Private Office of Sheikh Saeed Bin Ahmed Al Maktoum

Providing advisory services for strategic matters related to insurance (FINTECH & INSURETEK), technology, transformation and onboarding new products and services.

Chief Executive Officer of Dubai National Insurance & Reinsurance Company P.S.C.

One of the Best Insurance Companies in Dubai, Dubai National Insurance & Reinsurance P.S.C (DNIR) is a Dubai based insurance company operating since 1991 with a branch in Abu Dhabi. We are a multiline insurer with products spanning across Motor, Medical, Travel, Home and various other commercial insurances like Group Medical, Group Life, Engineering, Marine, Property and Liability. Our expert team of insurance and reinsurance professionals will provide the best insurance policies at competitive rates in comparison to industry peers. Our hassle-free claims services will enhance our mutual relationship.

Dubai National Insurance Company – DNI puts customer experience, innovation, financial stability, and value creation on our priority list with the approach to design tailored solutions based on a comprehensive understanding of customers and protection needs. www.dni.ae

Graduated from Wharton Business School University of Pennsylvania with an EMBA in Leadership & Business Management. Also, Higher Diploma - Advanced Trade Credit Insurance from Offenburger University of Applied Sciences - Germany

- ✓ Jan 2022 – Present: Board Member Insurance Business Group – (IBG) <https://www.ibguae.com>
- ✓ May 2021 – Present: Board Member Emirates Insurance Association – (EIA) <http://eiauae.net/En>
- ✓ May 2019 – May 2022: Board Member of the UAE Genetic Diseases Association – (UAE GDA) <http://uae gda.ae>
- ✓ Member of the Dubai World Trade Centre. www.dwtc.com

Emirates Insurance Association – (EIA)

Board Member

<http://eiauae.net/En/home>

January 2021 – Apr 2023: The Emirates Insurance Association has been founded by the ministerial decree No. (62) of 1988, and its constitution has been issued in accordance with the decision of the Minister of Economy No. (45) of 1989, aiming to promote cooperation between member insurance companies and agents, and to study the needs of the U.A.E. insurance sector Within the framework of Federal Law No. (3) of 2018 amending some provisions of Federal Law No. (6) of 2007 regarding the establishment of the Insurance Authority and the organization of its work with the prudent directives of H.H. Shaikh Khalifa Bin Zayed Al-Nahyan, President of the state.

Insurance Business Group - (IBG)

Board Member

<https://www.ibguae.com>

May 2021 – Present: Insurance Business Group (IBG) comprises of chief executives/ Leaders from the insurance industry - Insurance companies, Brokers, Actuaries and Loss adjusters registered with the Ministry of UAE The main objectives are to promote co-operation among members in core business, increase awareness, Facilitate Emiratization and handle challenges faced by the industry collectively.

Dubai National Insurance & Reinsurance P.S.C (DNI)

Chief Executive Officer

www.dni.ae

One of the Best Insurance Companies in Dubai, UAE

April 2021 – Apr 2023: As CEO responsible for driving the topline growth of the company by devising business strategy to enhance net revenue. Achieved a record topline growth of 39% (in FY 2022) in this competitive market. Set goals for the management team as per business strategy and provide overall guidance and support to the team to attain targets; review status on implementation. Work closely with business partners – Brokers, Reinsurers, and Industry experts to attract profitable market business. Develop strategic relations with clients and business partners. Steer and guide the management team to attain their set targets in line with stakeholder expectations. Ensure compliance with regulatory requirements and corporate governance practices. Instill a process driven approach across the organization with focus on digital transformation.

Director of Operations and International Cooperation

Etihad Credit Insurance – ECI

www.eci.gov.ae

May 2020 – April 2021: Leading the Operations and International Cooperation for Etihad Credit Insurance – ECI in building, implementing, and overseeing ECI's processes, procedures and workflows in alignment with business needs and corporate objectives. In addition, establish close relationships with foreign stakeholders (Foreign Governments and related trade & investment agencies, Embassies/Consulates, Corporations and Banks), aimed at developing business relationships and investments of foreign companies based in the UAE and internationally. Work closely with business partners across the globe to forge strategic relations to enhance profitability.

Executive Vice President - Shared Services

May 2011 – March 2020: Working closely with the CEO, team, and the Board of Directors. Handling key business relations stakeholders such as government entities, strategic clients, high profile accounts and regulatory authorities thus playing a vital role in attaining the annual GWP target and net profitability. I oversee the corporate reputation risk, brand positioning, and manage the internal & external communications, media relations, Government Relations – GR, social media, corporate social responsibility CSR as well as hunting highly reputable Awards, digital marketing, Events Management, sponsorship, and brand management.

In my capacity, I am also in charge of the Human Resources Strategy and Administration where I focus on initiating the Emiratization initiatives and attracting top talents. I look after Program Management Office (PMO) where I manage the framework for managing strategic projects to ensure successful delivery. I drive the Quality Assurance department where I supervise the organization wide ISO 9001:2015 and ISO 10002 implementation and certification. In addition, manage internal process audits to verify compliance to the Quality Management System and manage complaints and support process improvement. Oversee Procurement and manage relations with external suppliers to ensure prompt service and cost efficiency. Instrumental role in managing the IT core system implementation and driving digital initiatives for the organization. Streamlined core system issues to enhance ROI on the IT spent.

Achievements:

- Mohamed Bin Rashid Al Maktoum Business Excellence Award 2019
- UAE Insurer Award' in MENA IR Awards 2020
- Forbes Top Companies in the Arab World from Forbes ME
- Corporate Social Responsibility CSR Award' in Golden Shield Excellence Awards 2020
- Leading Call Centre in Insurance sector by INSIGHTs 2019
- Best Insurance Provider of the Year award 10th Ship-Tek International Maritime Awards 2019
- Best Insurance company in resolving disputes from Insurance Authority 2018
- ISO 10002:2018 certification for Handling customer complaints from LRQA
- Best Insurance Company 2017 from CPI – Banker Middle East 2017
- Best Mobile Experience 2015 from The Customer Festival Award
- World Finance Award for Oct 2011 from World Finance Award, London Stock Exchange – UK

Executive Vice President - Shared Services

Abu Dhabi National Insurance Company - ADNIC
www.adnic.ae

Dec 2014 – Jan 2018: Working closely with the CEO and the Board, responsible for the internal HR strategy and administration in line with ADNIC's organizational transformation. Mr. Al Nuaimi, who joined ADNIC in 2011, is further responsible for initiating the "Employer of Choice" program as well as other Emiratization programs to attract top talent.

Responsible for strategizing and steering the operations in line with the business plan to maximize growth and profitability.

He believes in creating a family-friendly work environment to enhance employee engagement. In addition to his involvement in ADNIC's HR strategy, Mr. Al Nuaimi also oversees the Marketing & Corporate Communications division of the company. In this role, he is responsible for group marketing, branding and corporate communications to manage the corporate reputation and brand. Mr. Al Nuaimi is also in charge of ADNIC's IT (Information Technology) division. He is committed to driving technological advancement for the firm and adapts it to the firm's corporate strategy and innovation initiatives. Also in charge of ADNIC's Program Management Office (PMO), he manages the framework for managing strategic projects to ensure successful delivery & benefit realization.

Chief Marketing & Corporate Communications Officer

Chairman ADNICity Happiness Committee

Abu Dhabi National Insurance Company - ADNIC

www.adnic.ae

May 2011 – Dec 2014: Responsible for leading and managing the strategic Marketing and Corporate Communications plans to develop complete understanding of the communication objectives and ADNIC's brand positioning. Also manage Affinity Programs and Lead Generation Initiatives. Our Affinity Programs are geared towards organizations and communities that have a certain homogeneous characteristic, such as a common profession, nationality, or working as part of the same employer. ADNIC's Affinity Programs are a powerful tool that help strengthen the bond the organization has with its members and benefit the members in the form of special rates.

Head - Corporate Communications

Khalifa University of Science, Technology and Research

www.ku.ac.ae

May 2010 – May 2011: Develop, Manage and Design the entire Corporate Communications with the key focus on Communications Strategy and planning, Public Relations and Strategic Partnership. Manage development and release of various external interactions such as press releases, speeches, media interviews, crisis/issues management and online media. Educate staff on their role in maintaining a positive image for the University and techniques to develop complete understanding of the communication objectives of the University to provide effective PR Value and media support. Manage visits from government officials, VIPs corporate business and media. Manage the Media Value, PR Growth, Media Relations, Return on Investment (ROI) and media training locally, regionally, and internationally.

Ensure that all our key messages are synchronized and implemented through all our communications. Support Khalifa University Vision, Mission and Quality of Education. Provide Strategic advice to the top management on internal and external Communications issues.

Khalifa University of Science, Technology and Research (KUSTAR) is a public university initiated by Abu Dhabi Government and fully supported by its leadership. KUSTAR is a multi-cultural community of talented students, world-class faculty, researchers, and dedicated staff, all working together to create solutions for society's challenges.

Senior Vice President - Marketing & Corporate Communications

HARIZ M.E - Dubai – UAE

www.harizme.com

September 2009 – May 2010: Spearheaded a team of marketing professionals to provide marketing communications services to a group of multi-national businesses in the Middle East, Clients included Abu Dhabi Executive Affairs Authority, ADNEC, Mubadala, Emirates Group, National Bonds, UAE Football League, P&G, Lufthansa Technik, etisalat, Fairmont Hotels & Resorts. HARIZ M.E is the parent company of the HME lines of businesses covering Communications, Media, Events Management, Sports Marketing, Models Management, Majan Dynamics, Abu Dhabi Interlink and Takhayal Abu Dhabi, based in the UAE with offices in Saudi Arabia, Qatar, and Kuwait.

Vice President - Business Development – Tejari & Deputy CEO Simsari.com

Tejari FZ LLC Dubai – UAE

www.tejari.com , www.simsari.ae

October 2008 – July 2009: As Tejari VP, the main objective was to identify and facilitate new Business Channels/opportunities in Tejari's quest for business expansion. Establish long – term co-investment relationships with trusted partners/stakeholders and Increase number of leads and business opportunities. Tejari is the Middle East's leading electronic marketplace providing business-to-business matchmaking and procurement services to over 200,000 businesses in the region across 15 locations worldwide. Tejari world's 8th largest global electronic sourcing company with leading position in the Middle East with strong year-over-year revenue generation while expanding offices worldwide in Europe, Africa, Middle East, South Asia, and China.

Deputy CEO of Simsari.com, a Real State Online Marketplace. Simsari was established in 2007 were buyers and sellers can meet in a secure instant, get financing approvals, and perform the unique service of booking property online through Dubai e-Government payment gateway. Simsari.com also performs multiple validation processes to ensure the integrity of the data listed and provides 24-hour service through Simsari's call centre. Simsari's Board Members includes Nakheel, Dubai Properties, TAMWEEL and Tejari. In 2010 was acquired by Dubai Land Department to regulate the Brokerage market and now named Simsari.ae under the umbrella of Dubai Land Department.

Chief Corporate Relations Officer

Tejari FZ LLC

October 2007 – September 2008: Enhance the relation between Tejari and key Government Departments, Semi Government, and corporate customers. Also responsible for increasing international awareness and growth of Tejari through building strong relations with Commercial Diplomats in UAE, hunt new investors, VIPs and Trade delegations to achieve maximum reach amongst the global target and identify synergy opportunities within the Dubai World companies.

Director of Marketing and Corporate Communications

Tejari FZ LLC

March 2003 – October 2007: Responsible for designs, develops and manages the overall marketing and communication strategies and activities, with key focus on Brand Management, Public Relations PR, Advertising, Event planning, Direct Marketing and social media. Also hunt highly reputed Awards, manage Media agencies / freelancers and 3rd Party Relation, Corporate Social Responsibilities (CSR), Investor analyst Relations (IAR), and online portal management for Tejari's local, regional, and global operations (15 Countries.)

Events Project Manager

Dubai Shopping Festival (DSF) Office

Dubai – UAE

www.dubaievents.ae

June 2002 – January 2003: Managed projects (end-to-end) promoting Dubai as a global tourist attraction in Dubai Shopping Festival (DSF) and Dubai Summer Surprises (DSS), sourcing creative events ideas internationally and locally, managing and financing projects till successful delivery.

Retail Site Manager

Emirates National Oil Company – ENOC

Dubai - UAE

www.enoc.com

March 2000 – May 2002: Managed 150 team members in 24 x 7 operations in 10 different sites within ENOC network. Was fully responsible for all the sites Sales, Staff Management, Supply Chain, Quality, Inventory and Budget. Managed number of retail sales including, plastic cash cards (Etisalat cards, RTA parking cards, ENOC e-Cash) Quick Oil Change, Car Wash and Marketing promotions.

Topography Trainer

Sheikh Rashid Military School

Dubai – UAE

1993 – 1998: Trained students on map reading with special focus on VIP escort through UAE's route

Honors and Awards

Honorary Industrial Doctorate by AIMRI - Aries International Maritime Research Institute in association with European International University - Paris_
Health Insurance Company of the year 2023 – Business Tabloid
“Best in future of customer experience” at IDC-DX Future Enterprise Awards 2022 for DNI
World Logistics Passport - valuable partner
First Emirati to win Insurance Professional of the Year – MENA IR Awards 2022
Marine Insurer of the Year 2022
Insuretek – Excellence in Professional Services 2021
Greatest CEO Award – 15 th Asia – Africa Business & Social Forum 2021
ECI Best Leader Award - From H.E Dr. Thani Bin Ahmed Al Zeyoudi Minister of State for Foreign Trade - UAE 2020
Mohamed Bin Rashid Al Maktoum Business Excellence Award 2019
Sustainability CSR Award 2020
Excellence in Insurance Digitization 2019
Best Insurance company in resolving disputes 2019
ISO 9001:2015 by Lloyds (2022) (Provision of Medical, Motor , General , Life Insurance and Reinsurance services)
ISO 10002:2018 certification for Handling customer complaints
Best Industry Call Center Award 2019
MENA IR 2019 UAE Insurer
Best Innovation & Excellence 2018
Best Insurance Provider of the Year 2019
Insurance Company of the Year 2017
Best Mobile Experience 2015
Forbes Top Companies in the Arab World 2014
ADNIC & ENOC Strategic Partnership. Certificate of Recognition (Gold category) in appreciating of the valuable contribution to the business. May 2013
World Finance Award for ADNIC 2011
Letter and Award of Appreciation for contributing in the success of first Khalifa University's Graduation Ceremony Jan 2011
The World's Best e-Content Award for Tejari 2003
Certificate of Appreciation for Distinguished Efforts making DSS a resounding Success 2002
Certificate of Appreciation “Best Business Partners between DSF & Dubai Police 2002
“eLite Award” Recognizing five years of Dedication and Loyalty 2007
Certificate of Recognition for the valuable contribution 2011
Certificate of Appreciation for Outstanding Contribution to Business Excellence 2006
Certificate of Best Sales Achievement - EPPCO LUBRICANTS 2001
Letter of Appreciation for Managing the Staff and providing Customer Service Excellence 2001

Qualifications & Certifications

Wharton Business School - University of Pennsylvania

June 2006 to May 2008.

Executive Development Program - EMBA

In line with the vision of H.H Sheikh Mohammed Bin Rashid Al Maktoum UAE Vice President, Prime Minister and Ruler of Dubai. Dubai Leaders Programme initiative aims to build a cadre of creative, visionary leaders to steer the Group's business activities.

<https://www.wharton.upenn.edu/>

Trade Credit Insurance Higher Diploma Degree – “Grade 2.0” from Offenburg University of Germany

May 2020 April 2021

<https://www.hs-offenburg.de/en/>

Al Imam Malik High School 1981 to 1993

Program on Negotiation – Harvard Law School

May 2018

<https://hls.harvard.edu/>

Reimagining the Role of Governments in Times of Crisis Certification

Sep 9th – Oct 8th 2020

<https://www.mbrsg.ae/>

Emotional Intelligence (Unit 1,2,3) Certificate of Excellence June 22, 23, 24

Financial Crime (Middle East) with a score of 80.00

October 2020

IT Leadership

Dec 2017

Insurance Workshop for ADNOC Executives

Sep 2011

Project Management Professional (PMP)

Oct 12th 2006

eCommerce Training - June 1st to 17th June 2003

Working Sm@rt with Microsoft -

Aug 2006

Advanced Supervisory Skills

June 27 & 28 2001

Sales, Services & Merchandising

June 20th & 21st 2001

Inventory Planning and Stock Control

June 13th & 14th 2001

Strategic Marketing and Sales Management

May 15th & 16th May 2004

Cross Cultural Communications - Feb 2002

Team Building - March 17th 2005

HSSE (Health, Safety, Security, Environment)

Sep 2001

Retail Quality Management - Jan 2002

eREADY to do business online - Tejari Academy - Jan 2009

Diploma on VIP escort with special focus on Topography – maps-reading 1994
Developing a Talent Strategy for the Networked Age Nov 2015
The Society for Human Resource Management Nov 2015 Certificate of Participation in Gulf Insurance Federation October 2015 Business Admin Modular Diploma May 1 st 2000 to May 15 th 2001

My objective is seeking for workplace that can be profitable from my experience and skills. On other hand, I am looking also to apply my initiative in managing projects and to be in a field of my interests which include communication

EXPERIENCE

DUBAI POLICE GENERAL HEADQUARTER

MAY 2001 Until Now

-HEAD OF TELEPHONE & EXCHANGE

My role at Dubai Police is to manage different communication systems project and dealing with communication and corporate institutions to provide the needs of these projects. I am heading a section with 10 staff member. Also a major role for me is to supervise and train staff, organizing resources, analyzing and solving problems and finally assure the quality of the delivered product or system.

-MEMBER & RAPPOREUR OF THE AUCTIONS COMMITTEE IN THE GOVERNMENT OF DUBAI

ETISALAT

Dec 1999 – Feb 2001

EDUCATION

CANADIAN UNIVERSITY OF DUBAI

2011 - 2012

Master Of business Administration in General Management

UNIVERSITY OF DUBAI

2003 – 2007

BSc in Computing and Information Systems

SKILLS

LEADERSHIP



MC01



GSM OVERVIEW



VB.NET



INOVATION



MOC 2310



MOC 2389



MOC 2559



PROJECTS

NEW OPERATION ROOM FOR DUBAI POLICE

3GCAMERAS ON PATROL VEHICLES

DP DRONE BOX

999 LBS SYSTEM

APNR SYSTEM

PRI LINES & DEVELOPMENT OF CONTROL CENTER

PROJECT MANAGER OF NEW DP CALL CENTER

DP VOICE PRINT



ADIL SALEH MOHAMMED AL ALI



UAE



1981

CONTACT



adil.saleh@gmail.com



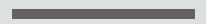
+971559595999



United Arab Emirates, Dubai

LANGUAGE

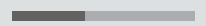
ARABIC



ENGLISH



URDU



MEMBERSHIP & AWARDS

CIO LEADERSHIP AWARD-DUBAI 2023

NOMINATE FOR THE MINISTER OF INTERIOR AWARD

MEMBER OF THE BOARD OF CAPITAL CLUB -DUBAI

MEMBER OF THE BOARD OF UNIKAL FOODS P.J.S.C

CURRICULUM VITAE

EXECUTIVE SUMMARY

A highly effective, knowledgeable, and seasoned Legal Counsel and Advisor with the proficiency to revise, draft, edit, and review International Trade, Telecommunication Regulations, Competition, and Corporate Policies and Laws, and a wide range of international and multicultural legal transactions pertaining to the UAE courts to align policies, regulations, guidelines, and legal terms. Having 16 years of dedicated experience in preparing documentation, participating in tactical negotiations, presenting trade policies, and communicating with stakeholders, government officials, and international delegates to advise on informed decision-making.

CAREER EXPERIENCE

Telecommunication Regulatory Authority
November 2020 until now.

Manager – Regulatory Affairs

- Collaborate with experts, legal professionals, and government officials to review and revise text to address feedback, make improvements, and ensure that it meets all the criteria and the objectives of the comprehensive partnership agreement.
- Draft & revise the digital trade chapter and telecom annex content to align policies, regulations, guidelines, and legal terms.
- Participate in negotiations with various stakeholders and international representatives to reach agreements on the content.
- Support content with laws, regulations, and international trade agreements, assessing compatibility with legal frameworks.
- Prepare documentation, incorporating official reports, summaries, and communication materials to present to relevant parties, domestically and during international negotiations, & communicate these goals and rationale behind the provisions.
- Negotiate a series of critical issues, skillfully addressing concerns related to monopolistic practices between Gulf States and Australia and, concurrently, initiating efforts to foster equitable and competitive practices between Gulf States and Turkey.
- Furnish specialized counsel on telecommunication crimes and contribute to the development of guidelines and instructions.
- Develop & implement a business continuity plan outlining steps needed to respond to & recover from disruptive incidents.
- Conduct business continuity exercises & tests to ensure the BCP is effective & that staff are prepared to respond in a crisis.
- Review and update the risk assessment and business continuity plan to adapt to changing circumstances and emerging risks.

Achievements:

- Successfully spearheaded the development of a comprehensive partnership agreement with the Ministry of Economy since 2021, leading the digital trade chapter and the telecom annex, drafting, revising, and skillfully negotiating the agreement's text with multiple countries, resulting in strengthening international relationships and trade in the digital & telecoms sectors.
- Successfully formulated critical government policies, shaping regulatory framework, resulting in advancing its expansion.
- Successfully act as an integral member of the Policy Review Committee, entrusted with the pivotal role of reviewing and sanctioning policies, guaranteeing rigorous compliance, and advancing the governance framework for sustained excellence.
- Instilled dedication and commitment to serving as a vital member of the Grievance Committee, providing valuable insights and advice on employee grievances, aiding and advising the chairman in making informed and equitable decisions.

Senior Legal Advisor

November 2007 to November 2020

- Guide the legal department in resolving complex legal issues and ensuring adherence to national & international trade laws.
- Provide expert legal counsel, interpreting & applying the UAE's Constitution & Conflict Jurisdiction to ensure compliance with the Telecommunication Law, evaluating contractual implications, & assessing the legality of administrative resolutions.
- Analyzed data on the country's trade policies, agreements, and trade-related measures, assessing the impact of these policies on the economy and its trading partners to make informed recommendations and enhance international trade relations.
- Engaged with stakeholders and government officials to gather valuable input & ensure that trade policies are well-informed.
- Prepared and submitted detailed notifications to WTO regarding trade policies and practices as part of the review process.



- Responded to detailed questionnaires from WTO to provide specific information about trade measures and policies.
- Presented trade policies, highlighting key features and addressing questions and concerns from other member countries.
- Identified objectives to create a Judicial Authority Procedural Policy to ensure alignment with existing laws and regulations.
- Created guidelines and rules that define the processes, procedures, and standards for the operation and conduct of the judicial authority, outlining the framework to streamline decision-making, case management, & legal proceeding interactions.
- Defined the scope of the procedural policy, specifying detailed areas or processes within the judicial authority it covers.
- Established primary objectives of the policy, ensuring fairness, enhancing transparency, and maintaining confidentiality.
- Advocated effectively for the interests of the UAE at the PP-18 to shape international telecommunications policies.
- Drafted, reviewed, and edited resolutions, recommendations, and declarations to reflect the UAE's stance and priorities.
- Increased awareness and understanding of the ITU and its work within the UAE national telecommunications community.
- Review, revise, & update legal sections, policies, resolutions, and guidelines to align with legal standards & industry practices.
- Oversee a team of translators and ensure accurate interpretation of all legal documents and communications within TRA.
- Deliver informative lectures on Telecommunication Law at reputable institutions in Dubai and Sharjah, sharing expertise and knowledge to promote and drive a better understanding of legal aspects in the field.

Achievements:

- Instilled dedication to participating in three of UAE policy reviews with the WTO, contributing to the UAE's Trade Policy Review process, resulting in ensuring that trade policies are conducive to open and fair global trade.
- Successfully facilitated the hosting of the PP-18 Conference in 2018, an important event where member states of the ITU collaborate to make key decisions and establish the future direction and policies related to international telecommunications.
- Successfully negotiated agreements on telecommunication international standards, resulting in enhanced global cooperation.
- Participated in the PP18 Conference to shape international telecommunications regulations, standards, and policies to influence how telecommunications and ICT are managed and developed on a global scale.

Secondment by TDR4 to a law firm

Denton Spite Legal Counsels

Legal Counsel

May '09 – Aug '09

- Drafted, edited, and proofread contracts in order to maintain clarity, accuracy, and compliance with legal requirements
- Steered legal services, serving clients & providing detailed legal counsel in corporate law, litigation, and intellectual property.
- Advised on and drafted corporate, partnership, and shareholder agreements to facilitate smooth business operations, defined the rights and responsibilities of stakeholders, & ensured compliance with relevant legal & regulatory requirements.
- Provided credible legal counsel on IP matters, managing disputes and infringement cases to safeguard clients' IP assets.
- Conducted legal, due diligence, assessing legal risks and ensuring that all legal aspects of a deal were properly addressed.
- Maintained up-to-date knowledge about changes in laws and regulations that may impact various projects and contracts.
- Monitored and tracked compliance with relevant industry regulations & advised on necessary changes to business practices.
- Reviewed and assisted with legal disputes, potentially including litigation, mediation, and negotiation to resolve conflicts.
- Prepared and maintained legal documents, corporate records, contracts, and IP filings to support different departments.
- Developed strategies for protecting and monetizing intellectual property assets, IP licensing agreements, and enforcement.
- Designed, maintained, & implemented compliance programs and policies to prevent legal issues and ensure ethical conduct.
- Assessed risks and expertly devised comprehensive mitigation strategies to safeguard the organization's interests and assets.

Previous career roles:

Lawyer Trainee, May '07 – Oct '07, Mohamed Essa Odeh Advocates

EDUCATION

Ph.D. in Public Law

Thesis: VAT on Supply of Telecommunication Services “A financial legal study in light of the provisions of law No. 8 of 2017 and comparative tax legislation – In publication process.

Dubai Police Academy – 2023

Master's in Public Law

Thesis: The economic impact of liberalizing the Telecom sector.

Dubai Police Academy – 2018

Bachelor's Degree in Law

Dubai Police Academy – 2005

PROFESSIONAL CERTIFICATIONS & COURSES

- Macroeconomics, Udemy – 2023
- International Economics, Udemy – 2023
- Licensed Lawyer Certificate, Ministry of Justice, UAE – 2005

PROFESSIONAL PUBLICATIONS

Discussing the liberalization of the telecommunications sector before the World Trade Organization – 2016
<https://mebusiness.ae/ar/news/show/648>

A historical overview of the liberalization of trade in services (Uruguay Round) (2-3) – 2016
<https://mebusiness.ae/ar/news/show/647>

Internal audit...the first line of defense against fraud in public institutions – 2016
<https://mebusiness.ae/ar/news/show/643>

Value-added tax on supplies of telecommunications services 2023 – In publication process

The economic impact related to liberalizing the telecom sector in UAE, Master paper 2018 – In publication process



