

MOHAMED ABDULSALAM ALANSARI

SUMMARY

Financial professional with extensive knowledge in Treasury, Capital Markets, Investment Banking and Credit combined with a strong network of banking associations.

WORK EXPERIENCE

Solidarity First Insurance, Jordan

Board Member since July 2023

SAYACORP BSC (previously First Energy Bank)

(11/20–8/23) General Manager

Responsible for setting and executing the organization's strategy, allocating capital, and building and overseeing the executive team.

Set targets all departments and Reporting, Syndication participation and Operations departments in order to achieve and maximize shareholder value by developing the Bank into a profitable entity operating as per the highest international standards.

Board Member in SAYACORP Capital LTD, DIFC regulated advisory firm

Committee Involvement: Executive Management Committee (EMC), Management Risk Committee (MRC) & Chairman of Staff Savings Committee (SSC)

12/19–11/20 MD – Acting CIO, Head of Treasury, Capital Markets & FI

Responsible for supervising Investments, Structured Finance transactions and subsidiaries of the Bank.

Supervise FEB's Proprietary & Clients Sukuk Portfolios and manage overall Bank's cash flows.

Continue to nurture relationships with FEB's counterparties.

12/16–12/19 MD - Head of Treasury, Capital Markets & FI

Establish Asset Management unit with Department responsible for attracting clients and managing investment portfolios.

Manage FEB's Proprietary & Clients Sukuk Portfolios.

Nurture relationships with Financial Institutions and Sovereign Wealth Funds in the international and local markets.

Developed processes and standard operating procedures for the Treasury aligned with best-in-class practices and business plans.

Manage FEB's cash flows, asset-liability profile, foreign exchange exposures in accordance with the business requirements.

Design, develop and introduce new Shari'a compliant products and investment ideas.

Provide support in raising money through Islamic financial transactions.

12/10–12/16 Head of Capital Markets

Manage FEB's USD400mm Proprietary Investment Sukuk Portfolio.

Continue to build relationship with Financial Institutions in the international and local market to strengthen the Bank's profile.

Responsible for controlling and managing the deployment of the Bank's available liquidity in Capital Markets instruments to maximize returns and controlling the Bank's exposure via hedging instruments.

Develop processes and standard operating procedures for the Capital Markets department aligned with best practices and business plans.

4/10–12/10 Head of Financial Institutions

Launch FEB's presence in global markets; establish key relationships in GCC, Asia and Europe to set the foundation for a strong client base.

Proactively market inbound business and FI products to Banks.

Develop interbank relationships across Investments, Treasury and Placement.

Identify cross-product ideas and building effective cross-business area relationships which will facilitates business development.

Support senior management in origination activities.

9/08–4/10 Investment Placement - Executive Director

Regional Head of Bahrain & Qatar; managing the biggest team in Investment Placement.

Launched FEB's presence in these markets and expanded the coverage to vital Asian countries.

Developed FEB's reputation, established key relationships in the region, and set the foundation for a strong client base.

Customized placement strategies and team objectives aimed at responding to local demands, increasing market penetration, and reacting to adverse market conditions.

Advised clients on strategic asset allocation to meet their long-term objectives.

Assisted FEB's Investment Department in their sourcing efforts by leveraging FEB's existing relationships and identifying future investment opportunities.

Arcafit, Bahrain

8/06–9/08 Treasury - Principle

Treasury team oversees funding for all of the Bank's activities and hedging all currency and interest rate exposures.

Established strong relationships with financial institutions (FI) throughout MENA countries.

Responsible for arrangement of medium to long-term financing such as Sukuk, syndications and club-deals; our team successfully launched the biggest Islamic Syndication at that time of USD1.1bn syndicated facility.

Developed a structure to manage liquidity and Contingency planning.

Set-up adequate procedures and information systems for measuring, monitoring, controlling, and reporting liquidity.

Established contingency plans that address the strategy for handling liquidity crises and include procedures for making up cash flow shortfalls in emergency situations.

Foreign currency management and all necessary internal controls for liquidity management.

BANK ABC (previously Arab Banking Corp, Bahrain)

10/02–8/06 Proprietary Investment Portfolio Manager

Instrumental member of team that supervises and manages ABC's investments in MBSs, SBAs, FRNs, Sukuk, Fixed Income, Structured Products and Emerging Markets Portfolios totaling more than \$5.5 billion.

Established strong relationships with clients from North Africa with total funds under management more than \$4.3 billion.

Member of Bank's Proprietary Investment Committee.

Designed investment evaluation system for all holdings; currently used by front office and senior management/ALCO in supervising proprietary assets.

Provide solutions to ad hoc regional quantitative challenges.

Analyze investment structures and proposals on a daily basis.

Direct reporting line to Group Treasurer.

Developed relationships with international and regional institutions / individuals across the Arab and financial worlds.

11/98–10/02 Equity Portfolio Manager

Involved in establishing ABC's equity desk.

Developed knowledge of global equity markets as a result of four years of interaction with well-known investment houses in US and Europe.

Assessed and decided upon investment opportunities in private equity, hedge funds, initial public offerings, and mutual funds.

Tutored private school students in international capital markets.

5/98–11/98 Credit Analyst

Assisted in corporate restructuring of ABC's credit policy and handled related due diligence.

Developed knowledge of analyzing credit and corporate financial analysis.

Conducted markets research and produced economic reports.

12/97–5/98 Executive Management Trainee

Acquired extensive banking knowledge.

Attained highest acclaim after completion of successful training program covering all departments within ABC.

QUALIFICATIONS

1996–1997 **University of Houston (Houston, Texas)**

M.B.A., International Business and Finance.

1991–1995 **University of Houston (Houston, Texas)**

B.B.A., Finance.

Inducted into The Dean's List.

1988–1991 **Sheikh A.Aziz Secondary School (Manama, Bahrain)**

Ranked overall 27th in Bahrain.

Nominated to represent Bahrain in International Mathematics Competition held in Switzerland in 1991.

Attended numerous courses abroad covering all aspects of treasury & investments.

PERSONAL INFO

DOB 30/08/1973

Married - Bahraini

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REFERENCES

Hisham Al-Saie, Deputy CEO of Premier Group
Rafik Al-Nayed, Group CEO of Al Salam Bank, Bahrain
Ayman Zaidan, Group Treasurer GFH, ex-Treasurer of Qatar First Bank & NBK, Kuwait
Talal Al-Zain, ex-CEO Mumtalakat & ex-MD Investcorp
Mohammed Nooruddin, ex-GM & Advisor to CEO - Arcapita Bank
Ahmed Abbas, ex-CEO - Liquidity Management Centre
Esam El Wakil, ex-Managing Director - Commercial International Bank (Egypt) & ex-Group Treasurer of ABC
Esam Al Mahmeed, Ex-Treasurer of NOGA Holding, First Energy Bank & Arcapita Bank
Ebrahim Hussain Al Jasmi, ex-CEO - Khaleeji Commercial Bank
Mohammed Tariq, Ex-Adviser to CEO & Group Treasurer - Islamic Development Bank
Hazem Al-Shaikh Mubarak, Managing Partner – Horton Int'l, Ex- Arcapita, ABC & Investcorp