

Mishari Abdullah Ahmed Al-Abduljalil

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Education

College of Business Administration, Kuwait University
Bachelor of Finance & Financial Institutions, February 2011
Major in Finance, GPA 2.87 (MGPA 3.00)

Experience:

Ooredoo telecommunication company Kuwait. **January 2022 – up to date**
Director – High Value Segments

- *Focus on business and consumer sales*
- *Dealing with VIP clients*
- *Leading the communications with large corporate clients and government sector*

National Bank of Kuwait S.A.K. **January 2018 – December 2021**
Kuwait National Fund Manager

- *Leading Kuwait national fund project in NBK*
- *Evaluating the applicants projects for Kuwait National fund*
- *Search for Potential New Business to add new KNF clients to the bank's portfolio*
- *Maintain and build relationship with the current Kuwait national fund clients*
- *Developed communication and teamwork skills by working in a team environment and interacting with clients*
- *Developed communication and teamwork skills by working in a team environment and interacting with other departments*

National Bank of Kuwait S.A.K. **December 2016 – January 2018**
Relationship Manager – Small Businesses

- *Search for Potential New Business to add new SME clients to the bank's portfolio*
- *Maintain and build relationship with the SME clients*
- *Analyzing and studying the SME client financial statements enabling us to assist in providing facilities*
- *Developed communication and teamwork skills by working in a team environment and interacting with clients*
- *Developed communication and teamwork skills by working in a team environment and interacting with other departments*

National Bank of Kuwait S.A.K. **October 2015 – December 2016**
Senior relationship Officer – Small Businesses

- *Search for Potential New Business to add new SME clients to the bank's portfolio*
- *Maintain and build relationship with the SME clients*
- *Analyzing and studying the SME client financial statements enabling us to assist in providing facilities*

- Developed communication and teamwork skills by working in a team environment and interacting with clients
- Developed communication and teamwork skills by working in a team environment and interacting with other departments

National Bank of Kuwait S.A.K. September
Relationship Officer – Small Businesses

March 2012 – October 2015

- Search for Potential New Business to add new SME clients to the bank's portfolio
- Maintain and build relationship with the SME clients
- Analyzing and studying the corporate client financial statements enabling us to assist in providing facilities
- Developed communication and teamwork skills by working in a team environment and interacting with clients
- Developed communication and teamwork skills by working in a team environment and interacting with other departments

National Bank of Kuwait S.A.K.
NBK Academy

September 2011 - March 2012

- Understanding the structure of NBK and its departments
- Strengthening soft skills including working with a team and giving presentations
- Revision of business subjects with the IBS, which include: Accounting, Finance, Marketing, etc.
- Understanding the bank's lending procedures for commercial and consumer loans.

Part time Jobs:

Pink Coffee Marketing & PR, Kuwait
Intern – Marketing Executive Assistance

February 2011 - March 2011

- Carried out a research on the company's competitors and services offered by local marketing companies
- Created and presented comparison worksheets that benchmarked the competitors' products with our own

Ford Hamad Al Wazzan Automotive Company, Kuwait June 2007 - July 2007
Intern – Thunder Bird Program

- Understanding the structure of the company and its departments
- Carried out a research on the slow moving inventory
- Preparing managerial reports for the third quarter to the company management

Leadership Activities

Kuwait economic society , Kuwait December 2016 - up to date
Board member

- Elected board member for the year 2016 – 2018, year 2018 – 2020 and year 2020 – 2022
- Elected board vice chairman year 2018 - 2020
- Heading the media committee 2016 - 2018

- releasing monthly reports
- Responsible for all the press releases of the board

Al Sawa'a Magazine, Kuwait 2009 - 2010

Chief Editor

- Handled and managed the members of the team in a diplomatic way.
- Used my marketing skills to sign up sponsors and obtain coverage from the local press

Information Committee – College of Business Administration, Kuwait University 2009 - 2010

Chairman

Al Rayat Magazine, Kuwait 2008 - 2009

Member – Editorial Board

- Managed to arrange meetings with prominent figures of the Kuwait Business Economy
- Wrote couple of articles in different fields

Students Association – College of Business Administration, Kuwait University 2007 – 2008 & 2009 - 2010

Board Member

Certificates

- NBK high fliers program
- NBK Advanced management program – IE Madrid
- Advanced Certified credit manager – moody's
- Certified credit manager – moody's
- Accounting, finance, credit risk & credit applications - Ernst & Young
- SME – Business banking training - NBK
- NBK Academy wave 4 - NBK
- Corporate banking simulation - NBK corporate banking group
- Financial accounting - Institute of Banking Studies
- Analyzing financial statements - Institute of Banking Studies
- Introduction of commercial lending - Institute of Banking Studies
- Ethical issues for bankers - Institute of Banking Studies
- Marketing skills - Institute of Banking Studies
- Introduction to risk management - Institute of Banking Studies
- Introduction to consumer lending - Institute of Banking Studies
- Selling skills - Optimal Solutions Company
- Dazzling costumers - Optimal Solutions Company
- Team building & team spirit - Optimal Solutions Company
- Problem solving & decision making - Optimal Solutions Company
- What is takes to succeed - Optimal Solutions Company
- Signature service - Optimal Solutions Company
- Negotiation skills - Optimal Solutions Company
- Self-situational leadership - Optimal Solutions Company
- Communication skills - Optimal Solutions Company
- Healing costumer relations - Optimal Solutions Company
- Communication skills assertiveness - Optimal Solutions Company
- Presentation skills - Optimal Solutions Company
- Technical and fundamental analysis provided - Citi Bank of America
- Technical analysis course - Global Investment Company

- Kuwait stock market provided - Economist Association of Kuwait

Skills

- Excellent communications and written skills
- Proficient in Microsoft Excel, Microsoft Word, and Microsoft PowerPoint
- Fluent in Arabic and English