

MOHAMMAD METEB ALRASHEED

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Highly accomplished Innovative Managing Partner showcasing over 20 years of experience in financial consulting, SME establishment and management, and strategic investment advisory. Co-founder and managing partner at Almowazi Economic & Financial Consulting, recognized as a pioneering force in the OTC market, serving as the only data vendor to Boursa Kuwait's OTC Platform. Passionate about establishing and exiting SMEs, with a proven track record of personal entrepreneurship and business management. Committed to delivering value and driving growth in diverse financial landscapes.

CAREER HIGHLIGHTS & ACCOMPLISHMENTS

- Founded and spearheaded the establishment of the Business Banking department at NBK.
- Co-founded almowazi.com, a market intelligence leader for the OTC markets.
- Co-founded Waslaah Holding, a company providing consulting services to SMEs from Idea Creation to IPO.
- Established and exited from multiple small businesses.
- Recognized in NBK for exceptional sales performance in Retail Banking.

BOARD MEMBERSHIP

- Kuwait Aviation Services Company – Member of Audit & Risk Committee | 2024-Present
- Kuwait Economic Society – Board Member Chairman of the Policy Committee | 2023-Present

PROFESSIONAL EXPERIENCE

ALMOWAZI.COM | 2017–PRESENT

Managing Partner

Co-founded a company to serve as a market intelligence leader for the OTC markets, addressing the need for transparent information about unlisted companies, share prices, and streamlined deal execution.

- Achieved an increase in client satisfaction scores and an improvement in client retention rates by spearheading strategic roadmaps and product recommendations.
- Identified profitable opportunities through due diligence on potential investments, leading to increasing overall investment returns.
- Delivered successful exits by engineering and executing exit strategies for diverse clientele.
- Exceeded sales targets and boosted annual revenue by identifying and implementing targeted sales strategies.
- Improved productivity and reduced operational costs by optimizing staff capacity.
- Reduced compliance-related issues and improved operational efficiency through the establishment of governance processes and procedures.
- Increased collaboration opportunities by establishing and cultivating stakeholder relationships.
- Expanded market reach and increased partnership deals by strengthening relationships with brokerage and investment firms.

WASLAH HOLDING | 2022–PRESENT

Chairman & CEO

Co-founder of Waslaah Holding - a company providing consulting services to SMEs from Idea Creation to IPO.

- Spearheaded the development and implementation of a comprehensive strategic business plan to lead the company to a successful IPO.
- Positioned the organization as a leader in the consulting services industry by navigating through various stages of growth, including securing funding rounds, strategic partnerships, and acquisitions.
- Established a culture focused on achieving goals by pioneering the governance structure of the company, including partner relationships, dispute resolution protocols, and strategic review mechanisms.
- Enhanced brand recognition and customer satisfaction with an increase in client retention rate by developing and refining the company's value proposition, aligning it with market demands and client needs.
- Improved client satisfaction scores by collaborating with cross-functional teams to innovate and enhance products and services, ensuring alignment with industry trends and client expectations.
- Contributed to sustained business success and reputation enhancement by acting as a key liaison with stakeholders, ensuring transparency, compliance, and alignment with company objectives.

NATIONAL BANK OF KUWAIT (NBK) | 2004–2017**SME – Senior Sales & Acquisition Manager****2012–2017**

Devised and led strategies to achieve overall client acquisition targets, including managing client targeting, client retention, contacts and acquisition, and new client on-boarding.

- Improved acquisition efficiency by implementing precise client identification and prioritization strategies.
- Boosted market share by identifying key trends and regulations through comprehensive analysis of the Kuwaiti SME banking market.
- Generated three new products from market insights, contributing to increasing revenue year-over-year.
- Directed the Client Targeting team, leading to enhancing target client list accuracy.
- Spearheaded marketing campaigns that increased client engagement and brand recognition substantially.
- Established a performance management framework with SMART targets to boost team productivity.

Sales Manager**2010–2011**

Oversaw the sales staff, provided ongoing coaching support, and assisted staff to develop problem-solving skills for Sales Staff.

- Increased sales by monitoring sales staff performance, customer interactions, and sales activities during daily branch visits.
- Improved team performance by tracking progress and improvements through the development and maintenance of performance charts.
- Delivered an increase in sales productivity and revenue generation by spearheading the implementation of a new sales training curriculum.
- Contributed to an increase in market share by collaborating with cross-functional teams to identify market trends and opportunities.
- Motivated sales staff to exceed targets and consistently achieve sales goals, resulting in increasing overall team performance through the development and implementation of performance incentive programs.
- Fostered a culture of continuous improvement, resulting in innovative approaches and a competitive edge in the market through the organization of regular sales strategy workshops and brainstorming sessions.

ADDITIONAL EXPERIENCE

Personal Banker – National Bank Of Kuwait (NBK): 2007 – 2010

Relationship Officer – National Bank Of Kuwait (NBK): 2006 – 2007

Customer Service Representative – National Bank Of Kuwait (NBK): 2005 – 2006

Telemarketing Representative – National Bank Of Kuwait (NBK): 2004 – 2005

EDUCATION**Bachelor of Business Administration**

College of Business Administration, Kuwait University (KU), Kuwait: 2005

CREDENTIALS & ADDITIONAL TRAINING

- Mind the Bridge – San Francisco, USA
- Executive Leadership – Harvard Business School
- Analysis, Finance, Accounting – Moody's

LANGUAGES

Arabic & English

HONORS & AWARDS

Awarded in Recognition of almowazi's Innovation in the Digital Space