

Mohammed Al-Jouan

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PROFILE

Dynamic and results-driven senior industry professional with over 18 years' insightful experience across diverse sectors. Significant exposure in Economics and Asset Management. Expertise in Economics as a field of study and work-related issues. Possess nearly 3 years' experience abroad in NY.

EDUCATION

- **MBA in ECONOMICS,**
Gulf University for Science and Technology - GUST.
CUMLAUDE – GPA 3.45
Kuwait City, KWT – 2023

- **Executive MBA,**
Fairleigh Dickinson University.
New Jersey, NJ. USA – 2007

-**Bachelor of Business Administration**
Pacific Lutheran University.
CUMLAUDE – GPA 3.67
Seattle, WA. USA – 2004

- **Diploma in Portfolio Management**
New York University.
Manhattan, NY. USA – 2006

- **Diploma in Finance**
New York University.
Manhattan, NY. USA– 2005

WORK EXPERIENCE

Senior Manager – Private Banking

HSBC – Kuwait
Dec 2023 – Present

Aim to maximize return on investment, and creating clients' portfolios, overseeing it from day to day, making changes to it as needed, and communicating regularly with the client about those changes and how well their investment goals are being achieved.

Primary duties include managing clients' financial circumstances and providing them with financial recommendations.

Senior Manager Head of Kuwait

ARCAPITA CO., Bahrain
Jan 2023 – Nov 2023

Manages funds by developing, planning, and controlling annual departmental budget. Refurbished funds and outdated portfolios and restored customer satisfaction; identified new opportunities in the market

Senior Manager – Investment & Advisory Management

AHLI CAPITAL INVESTMENTS CO. - KUWAIT
Feb 2019- Dec 2022

Identified new opportunities in the market. Served to increase the AUM of the company & Studied trends impacting investments regarding economic and business changes and activities that affect the value of investments.

Develop and maintain strategic and economic plans to support the achievement of firm's objectives and meet targets. Develop and manage strategies to enhance KPI's and revenue.

Head of Sector – Senior Manager

NOX MANAGEMENT (IFA INVESTMENTS CO.), KUWAIT
Feb 2018 – Feb 2019

Manage overall business operations including marketing, business development, human resources, and financial aspects of the company with P&L management accountability. Develop and maintain strategic and economic plans to support the achievement of company's objectives and meet targets.

HONOR ROLL

-Dean's List of High Achievement,
Pacific Lutheran University (2003)

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Pacific Lutheran University (2004)

-National Honor Roll, Kuwait Cultural
Division in Washington, D.C. USA (2002)

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Division in Washington, D.C. USA (2003)

-Dean's List of High Achievement,
GUST University, KUWAIT (2020)

-Dean's List of High Achievement,
GUST University, KUWAIT (2021)

ACTIVITIES

- **Kuwait Economic Society**,
Vice Chairman of the Board of
Directors (2020 – Present)

- **National Union of Kuwait
Students (NUKS) – USA.**
President, (2006-2007)

- **AL Wihda Student Union –
USA.**
President, (2004-2005)

- **Student Government**, Kuwait
Treasury Director, Elected (1999 - 2000)

CERTIFICATION

-Certificate of Decision Making Strategies
under Risk and Uncertainty.
Harvard University, Cambridge, MA (2016)

-Crisis Management Certificate,
Kaplan University, San Diego, CA (2007)

-Certificate of Financial Markets Data
Bloomberg University, New York (2005)

Certificate of Fixed Income
Bloomberg University, New York (2006)

Deputy Head – Business Development NATIONAL INVESTMENT CO., KUWAIT Sep 2013 - Feb 2018

Spearheaded efforts to improve the company's market positioning and achieve financial growth objectives. Developed and recommended strategies to maximize performance and enhance assets with directions set by senior management; formulated action plans to meet the strategies developed. Revamped funds and outdated portfolios with low customer satisfaction; identified new opportunities in the market.

Lead implementation of "Planning & Goals" management and maintenance programs. Oversaw the underlying investment while ensuring compliance with overall business strategy. Assess revenues and expenses with review of actual performance against budget and strategies.

Senior Portfolio Analyst GLOBAL INVESTMENT CO., KUWAIT Aug 2009 - Aug 2013

Developed the Portfolio Management Unit (PMU) in the company to help increase the Assets Under Management by white-labeling products from global investment firms mainly in Europe and the rest of the world for local investors.

Senior Financial Analyst BOUBYAN BANK CAPITAL, KUWAIT Dec 2007- Aug 2009

Observing and analyzing the economy's situation to assist a company in its decision-making endeavors. Conducts research, prepare reports, or formulate plans and strategies to address economic problems. Partially overseas commitment as I was doing my Executive MBA.

Junior Analyst WAFRA INVESTMENT ADVISORY GROUP, NEW YORK, NY Jan 2005- Dec 2007

Worked with Portfolio Managers to maintain and develop new analytics that support portfolio construction and performance monitoring. Analyzed various types of securities, hedge funds and funds-of-funds. Studied and analyzed trends impacting investments and developed reports regarding economic and business changes and activities affecting the value of investments. Used appropriate investment tools to carefully prepare reports and detailed analysis on portfolios. Entrusted with the responsibility of establishing the company's representative office in Kuwait City. Developed a complete business plan and feasibility study of the Arabian Gulf market.

Possess over 2 years' international experience in New York after which selected to establish a representative office for Wafra New York Co. in Kuwait and carry on all managerial and leadership duties.