

Mohammed Saleh Khasawneh, MBA

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KEY STRENGTHS

- Broad and diverse international experience with government, non-profit organization, private sector, and the World Bank Group.
 - Significant experience in interacting with high ranking client personnel and maintaining lasting partnerships with them.
 - Significant leadership experiences across variance functions and activities.
 - Competency in carrying out business development activities to help organizations improve their market position and achieve financial growth by defining long-term strategic goals, building key customer relationships, identifying business opportunities, negotiating and closing business deals, and maintaining extensive knowledge of current market conditions.
 - Ability to help organizations improve and grow by enhancing operating and business models and reshaping corporate strategies to create business value.
 - Deep understanding of the management systems, tools, and programs required to create sustainable improvements, this includes Cost Management, Operational Assessments, Strategic Planning, and Performance Management.
 - Technical competency in carrying out business valuation, building complex financial and business models, conducting financial reporting and analysis, and providing project management consultancy services.
 - Management and leading experience in delivering large scale projects that include: planning, scoping, budgeting, resource and risk management, and quality assurance.
 - Bilingual with excellent advocacy and writing skills in both Arabic and English languages.
 - Outstanding proficiency in the use of information technology and the knowledge of how to effectively employing it at work.
 - Initiative, excellent team builder, and active participant in social activities.
 - Excellent educational background holding MBA and BA in Finance.
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EDUCATION

Master of Business Administration (MBA), May 2005

University of Central Arkansas, Conway, Arkansas, USA

- Awarded Out-of-State Tuition Scholarship for International Students, based upon academic achievement of 4.0 GPA, 2004-2005 academic year.
- Program oriented towards finance, economics, accounting, and management information system.
- Developed leadership skills through team performance, workgroup organization, opportunity and risk assessment.
- Outstanding proficiency in the use of technology.

Bachelor's Degree in Finance, September 2003

University of Jordan, Amman, Jordan

- Mastered basic financial tools as well as the format and key components of the income statement, balance sheet, and other statements.
 - Identified key activities of the financial manager within the firm.
 - Achieved an understanding of capital budgeting techniques and the calculations of time value of money including future value, present value, net present value (NPV), and internal rate of return (IRR).
 - Developed risk and return analysis skills, including portfolio creation, asset allocation, diversification concept, capital asset pricing model theory (CAPM), and risk hedgers tools.
 - Learned important statistical and quantitative analysis tools.
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EXPERIENCE**(1) Ernst & Young Middle East (EY) – Abu Dhabi, UAE****a. Senior Manager / Leader of Business Modelling & Economic Advisory practice in EY Abu Dhabi, February 2014 – Present**

Business Modelling & Economic Advisory, Transaction Advisory Services (TAS)

- Lead the EY Business Modelling & Economic Advisory practice in EY Abu Dhabi, and responsible for three key areas: Business Development, Risk Mitigation, and Quality Assurance of the practice services.
- Member of the MENA region Leadership team and significant contributor to the planning and the delivery of company's financial strategy.
- Responsible on securing a personal yearly portfolio of \$1.5 million revenues and \$5 million sales.
- Responsible on growing the EY firm's business through using the knowledge of the market and competitors, and identifying and developing the company's unique selling propositions and differentiators.
- Prospect for potential new clients and plan persuasive approaches and pitches that will convince them to do business with the EY firm. That also includes identifying the decision makers within the client organization and setting up constructive meetings with them.
- Develop a rapport with new clients, set targets for sales, and provide support that will continually improve the relationship.
- Responsible on growing and retaining existing core accounts in Abu Dhabi market segment by presenting new solutions and services to clients.
- Work across EY MENA region with other senior colleagues in other Service lines (SL) and other Sub-service lines (SSL) to increase sales opportunities and thereby maximize revenues for the overall firm. This includes developing robust proposals that meet the clients' needs, participating in pricing our services, and negotiating and closing business deals.
- Participate in numerous MENA cross-functional projects as either managing the projects or contributing to projects as a subject matter expert.
- Ensure engagements are executing in accordance with the firm's methodologies, guidelines, and professional standards.
- Lead the EY Business Modeling Team (biggest team in MENA region) in Abu Dhabi office, and responsible on enhancing their utilization and their professional career development.
- Carry out the strategic planning for the practice resources through developing the pipeline of new business coming in to the practice, estimating the remaining backlog, monitoring the efficiencies of the on-going engagements, and allocating the resources in business modelling across EY offices in the region (UAE, Qatar, KSA, Oman, and Bahrain).
- Contribute to the EY Global firm focus teams (in addition to the above capacity) as follow:
 - Assigned as the Government & Public Sector (GPS) leader for all pursuit activities that are related to my core sub-service line in MENA region.
 - Member of the global EY team that are responsible on growing and retaining the relationship with the World Bank Group (WBG) worldwide.

(2) Abu Dhabi Airports Company (ADAC) – Abu Dhabi, UAE**a. Financial Advisor to CFO / Financial Planning Manager, January 2013 – January 2014**

Treasury Department, Finance Division

b. Department Deputy Head / MIS Reporting Manager, January 2012 – January 2013

Group Reporting & KPI Department, Finance Division

- Led and coordinated the planning of ADAC business plan for 20 years.
- Supervised and restructured the Group Monthly Management Report.
- Designed and developed constructive and secured Monthly Performance Model for each Department and section in the Group, and customized it to each key stakeholder.
- Prepared different materials including presentations, project plans, and official correspondence with UAE government entities.
- Represented the department in setting prioritization plan for the group companies.

(3) Ernst & Young Middle East (EY) – Abu Dhabi, UAE

a. Manager, June 2010 – December 2011 (Double Promotion)

b. Executive – Financial Consultant, December 2008 – May 2010

Valuation & Business Modeling Team, Transaction Advisory Services (TAS)

- Led and coordinated the planning and management of client engagements in an effective and efficient manner, and built technical teams abroad in other EY offices.
- Represented the EY office in providing financial and technical support to both local and international clients from different sectors, industries, and regions.
- Carried out business valuation, due diligence, and financial modeling.
- Built and used fully integrated complex financial, economic, and business models.
- Prepared different materials including presentations, proposals, engagement agreements, reports, and participated in deal pitches.
- Ensured engagements were executed in accordance with the firm's methodologies, guidelines, and professional standards.
- Performed in-depth economic and industry research and analysis.
- Reviewed others work on a timely basis, and in a thorough and constructive standards.
- **Key projects with:**
 - **UAE General Civil Aviation Authority (GCAA):** *Managed and led the EY project teams from UAE & UK to develop a new system that would regulate the fees and charges for GCAA in the next three years based on transparent and clear costing approach and in compliance with ICAO principals. GCAA is the sole authority for the control and regulation of civil aviation in UAE, and I managed to carry-out the development of a 3 years cost and revenue model, review the current status of fees and charges regime, identify gaps between current and selected benchmark, validate the economic impact of applying the new charges, and assess other potential sources of revenue.*
 - **UAE Ministry of Finance:** *Led the EY project team in developing a consolidated financial model for 82 entities to forecast the Federal Revenues for UAE from 2011 – 2013 based on Zero-based budgeting system.*
 - **The National Development Board (NEDB) in Libya:** *Built a cost benchmarking tool for a \$140 billion governmental infrastructure development project covering 7 sectors (worked jointly with UNDP, NEDB, and Ernst & Young UK and Middle east offices), and contributed to the capacity building of EY team abroad.*
 - **Abu Dhabi Airports Company (ADAC):** *Developed a costing model to analyze and allocate the operational costs for Abu Dhabi International Airport (ADIA).*
 - **Abu Dhabi Education Council (ADEC):** *Led the EY project team in developing an adaptive tool to assess the tuition fee for all private schools in Abu Dhabi.*

(4) International Monetary Fund (IMF) – Office Headquarters, Washington, DC, USA

a. Financial Analyst, December 2006 – December 2008

b. Research Assistant, December 2005 – November 2006

Financial Operations & Reporting Division, Finance Department

- Held full responsibility and engaged in a full range of financial and accounting activities, including monthly closing and preparation of quarterly and yearly financial statement within the IMF's Poverty Reduction and Growth Facility and Exogenous Shocks Facility (PRGF-ESF Trust) and Administered (PRGF-AA) accounts.
- Deployed Ms. SharePoint 2007 in the Finance Department, and helped staff across the department to utilize it as the main method to collaborate and share information.
- Performed financial reporting and operating activities of the IMF General Resource Account (GRA), specifically responsible for 34 IMF member countries on 4 continents.
- Monitored the IMF Investment activities conducted by the World Bank and Private Managers (UBS Brinson and JP Morgan) in four major portfolios.
- Communicated and liaised with top authorities both inside and outside the IMF.
- Led IT development projects in FR division.
- Acted as advisor of IMF project Outsourcing, as designated by the FR Division Chief.
- Researched and compiled information relevant to IMF accounts and activities.
- Maintained and updated quantitative and qualitative economic, financial, and statistical databases.
- Analyzed economic time series data.
- Designed systems to facilitate interfaces and the transfer data between external and in-house databases (Advance knowledge in SQL).

- (5) **American Association for Homecare (AAHomecare)**, Alexandria, Virginia, USA
Global Information Manager, October 2005 – December 2005
- Managed the IT development projects in the organization.
 - Met with prospective member companies to develop membership of the association.
 - Provided support to President and CEO including IT administration, maintenance, and support for technical infrastructures within the organization.
 - Identified and performed troubleshooting of first level IT problems for staff.
 - Participated in IT deployment and upgrading of office technical components, mainly was responsible for deploying Ms. SharePoint 2003.
- (6) **University of Central Arkansas**, Conway, Arkansas, USA
Graduate Assistant, Instructional Development Center (IDC), January 2004 – December 2004
- Helped students, faculty, and staff to more effectively utilize computer technology in courses.
 - Created and managed IDC Website, and offered technology-related workshops to faculty.
 - Provided technical assistance for computer laboratories at UCA.
- (7) **International Organization for Migration (IMO)**, Amman, Jordan
Part-time Volunteer, March 2003
- Helped immigrants from Iraq adjust to new cultures and find new countries of destination.
- (8) **Arab Bank Corporation (ABC)**, Amman, Jordan
Intern in Deposit Department, November 2000 – February 2001
- Performed normal bank processes and dealt with customers, including interacting with other departments.
- (9) **Arab Credit & Commercial Information Company (ACCI)**, Amman, Jordan
Intern in Production Department, June 2000 – August, 2000
- Compiled and organized data for reports.
 - Marketed company's services.
 - Prepared data on companies' customers, strategies, and financial reports for competition purposes.

**SEMINARS
&
TRAININGS**

- **New Senior Manager / Associate Director Program (NSMADP)**, Dublin, Ireland, November 23-25, 2014.
- **New Manager / Assistant Director Program (NMADP)**, Noordwijkerhout, the Netherlands, October 31 – November 4, 2010.
- **Business and Financial Modeling**, Crowne Plaza Hotel, Abu Dhabi – UAE, March 10-11, 2010.
- **Administering a SharePoint 2007 site**, IMF Headquarters, Washington DC, April 30, 2008.
- **Editing Websites using SharePoint 2007, IMF Headquarters**, Washington DC, April 24, 2008.
- **Editing and Contributing to a Collaboration site (SharePoint 2007)**, IMF Headquarters, Washington DC, April 17, 2008.
- **International Financial Reporting Standards (IFRS) Technical Update, and Accounting for Investments and Other Financial Instruments** (facilitator and attendee, earned 16 hours CPE), IMF In-Company Training, IMF Headquarters, Washington, DC, December 4-5, 2006.
- **IMF Orientation Program**, IMF Headquarters, Washington, DC, October 10-12, 2006.
- **Corporate Finance and Corporate Governance**, delivered by Princeton University Professor Patrick Bolton, IMF Institute Economic Training Program Course, IMF Headquarters, Washington, DC, September 11-12, 2006.

PROFESSIONAL MEMBERSHIPS

- Co-founder and Member, Jordan University Alumni Association in UAE – Abu Dhabi, November 2013 - Present
- Member, The Jordanian Association – Abu Dhabi, December 2009 – Present.
- Member, The World Bank / IMF Arab Club, January 2007 – December 2008.
- Member, IMF Mobile and Wireless Technology User Group, October 2006 – December 2008.
- Member, IMF Collaboration Environment User Group, October 2006 – December 2008.
- Member, The Network of Arab-American Professionals (NAAP), Washington, DC, Chapter, October 2006 – December 2008.

OTHER ACTIVITIES

- Co-founder and Member, IMF Young Professionals (social event and activity group), October 2006 – December 2008.
- Member, Organizing Committee, 9th Pan Arab Games, Amman, Jordan, 1999.
- Member, Organizing Committee, Amman International Taekwondo Championship, Amman, Jordan, 1999.
- Member, Jordan Taekwondo National Team; 1997-1998.
- Professional & Champion in Martial Arts (Taekwondo Black Belt, 3rd Degree), received many medals in international and national competitions.

LANGUAGES

Arabic	Native Speaker
English	Excellent (written and spoken)
French	Good (written and spoken)
Computer literate	Excellent, including all MS Windows OS, MS Office, MS SharePoint, EDMS, SQL, and People Soft

REFERENCES

References from current and previous employers will be made available upon request.