

**Zeid Wadie Sharaiha**  
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## Professional profile

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A highly analytical, results-oriented and competent Senior Finance and Investment professional with over 16 years of experience in banking, asset management, portfolio growth and development. Constantly spots investment opportunities based on an in-depth, sound analysis of financial markets, effectively growing existing portfolios and building new ones. Possesses strong writing, problem-solving and presentation skills, delivering robust and reliable investment proposals and reports. Builds and maintains long-lasting working relationships with clients, bank shareholders and external stakeholders of all levels, including local and international banks, mutual funds and rating agencies. A communicative and approachable team player keen on offering guidance and sharing expertise, motivating and leading teams, whilst utilising own knowledge of accounting, finance and macroeconomics. Holds a Master's Degree in Accounting and Finance.

## Objective

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Now looking for a challenging new position as Senior Portfolio Manager or Head of Investment and Financial Research, seeking to apply my extensive experience, qualifications and skills in a dynamic, forward-looking financial organisation or bank of any size internationally.

## Career summary

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**2006 – date**

**JORDAN KUWAIT BANK**  
**Asset Management Manager**

- Coordinating the formation and establishment of the Private Banking Unit.
- Devising and implementing all procedures and the overall operational framework for the unit.
- Identifying optimal solutions for asset allocation both for existing portfolios and new clients.
- Managing and re-balancing portfolios in a timely manner depending on investment policies, liquidity needs and rapidly changing market trends.
- Keeping up to date on all new and emerging investment products and strategies through extensive competition assessment, in-depth industry research and continued contact with key financial and investment professionals.
- Offering educational guidance and practical support to Relationship Managers in all matters regarding investment opportunities.

**2005 – 2006**

**MINISTRY OF PLANNING AND INTERNATIONAL COOPERATION**  
**Senior Program Coordinator**

- Acting as the principal coordinator for the Enhancing Economic Productivity program.
- Assisting in growth and development of small and medium-size enterprises (SMEs) through the establishment of a public and private partnerships program.
- Devising and implementing program strategy, supporting the recommendations issued with detailed macroeconomic analysis and market intelligence research.
- Conducting analysis of trends and shifts in the international economical development, specifically in relation to changes pertaining to SMEs and Microfinance programs.
- Supervising project implementation and completion through report approval, payment processing and monitoring set targets and project deadlines.

**1999 – 2005**

**CAIRO AMMAN BANK**  
**Division Manager**

- Orchestrating strategy, defining goals and overseeing operations of the Treasury and Foreign Investment Department of the bank.
- Assisting clients with formulating and expanding their international financial goals, carrying out risk assessment and offering suggestions on investments that correspond to client objectives.
- Conducting portfolio reviews and assessments for high net worth clients, recommending rebalance or inaction, as signified by financial market changes.
- Gathering and collating micro- and macroeconomic data from daily global investment reports.
- Carried out direct trading in stocks, bonds, currencies, mutual funds, money market deposits, and financial derivatives across markets on behalf of clients and the bank.

## **Zeid Sharaiha**

### **Career summary cont'd**

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**1998 – 1999**

**UNITED GROUP FOR CONSULTING AND MANAGEMENT**

**Economic Researcher**

- Conducting feasibility studies and specialised market research for potential investors.
- Communicating with corporate clients through surveys and questionnaires with the goal of identifying strengths, weaknesses, opportunities and threats (completing SWOT Analysis).
- Preparing client presentations and demonstrating proposed results.

**1996 – 1997**

**JORDAN INTERNATIONAL INSURANCE COMPANY**

**Assistant Division Manager**

- Analysing insurance requirements and needs of prospective clients.
- Consulting corporate clients, both potential and new, on a variety of insurance products and services.
- Developing marketing strategies and designing promotional programs to increase insurance product sales.

### **Education and qualifications**

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**MA**

Accounting and Finance (1998)

*University of Leeds*

**BA**

Public Administration and Political Science (1996)

*American University of Beirut*

### **Key skills**

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**I.T.**

Microsoft Office (Word, Excel, PowerPoint)

Bloomberg, Reuters Information Systems

**Languages**

English (Fluent), Arabic (Fluent), French (Basic)

### **Personal details**

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**Interests, Activities** Camping, Hiking, Reading (Politics and History).

**References are available on request**

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