

QUALIFICATIONS:

Doctor of Business Administration (DBA), Australian Institute of Business, Australia, Pursuing

Master of Business Administration (MBA), Entrepreneurship and Continuous Improvement, Australia (High Distinction), 2014

CORE AREAS OF EXPERTISE:

- Visionary, Strategy, Execution and Leadership
- Strategic Sales and Business Development
- Re-engineering Operations
- Business Turnaround and Growth
- Leadership and Advocacy
- P&L Management
- Financial Analysis
- Financial Acumen
- Budgeting/Cost Management
- Continuous improvements strategies
- Organizational change strategies
- Corporate competitive advantage strategies
- Executive Board and Corporate Governance
- Partnerships and Alliances Strategies
- Profit Centre Management/Strategies
- Resource Management and Optimization
- New Market Development and Penetration
- Market Research, Plans and Analysis
- Feasibility Study and Project Management
- Target Setting and Achievement
- Implementation strategies for ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, ISO 22301:2018, AS/NZ 4801:2001 and OHSAS 18001:2018

SAMPLE CV

Chief Executive Officer (CEO)

Address: Australia | Contact No: +61 | Email Id: @gmail.com

LinkedIn Id:

SNAP SHOT PROFILE

Entrepreneurial executive management professional and resourceful trailblazer with a successful history of P&L, ROI leadership, execution of business plans and profitable growth. **Backed by a 25+ year record of high-impact achievement** and demonstrated success in driving multibillion AUD revenue growth and management of 7,583 stakeholders for **construction and real estate companies**.

Award-winning Business Strategist, known for driving innovative continuous improvement and dynamic increase in revenue and profitability, focusing on construction, real estate, and property development.

Recognized executive strategist, leader, industry expert, and innovator. Hands-on career history marked by explosive business growth, **driving through organizational goals from vision, mission, and strategy**, accomplishing organizations' short- and long-term objectives and **surpassing the board of directors' and shareholders' expectations and forecasts**.

Expertise in streamlining business operations, with **profit and loss (P&L) responsibilities, and handling business change impact, business risks, budgeting, market penetration, defining service level agreements (SLAs) and key performance indicators (KPIs) for sustained growth**. Significant emphasis on **customer satisfaction, service quality, and team building**. **Strong business connections and international alliance with the Middle East, China, India, and Hong Kong**. Possess multi-lingual proficiency in **Arabic, English, and Mandarin**.

CAREER HIGHLIGHTS

Chief Executive Officer (CEO) | Australia Leading Property Investments
(<http://www.alpiinvestment.com.au>) | Aug 2013 - Present

A leading private entrepreneurial Australian organization, providing investments in construction, property developments, commercial-residential real estate, and financial investments with 27 corporate offices in major Australian cities. It has employed 7,583 stakeholders with an annual turnover in excess of AUD 5.18 billion.

- Instrumental in achieving beyond desired Board of Directors and Shareholders expectations - propelled annual revenue from **AUD 3.35 billion to AUD 5.18 billion p.a. (54.63% increase) and augmented profitability from 17.7% to 25.8% p.a. (45.76% increase) in 2017-2018** financials compared to the previous financial year.
- **Trusted Board and C-suite advisor**, entrusted with decision-making for all organizational operations, worked closely with Board of Directors, Chief Financial Officer, Human Resources, Legal, Marketing, Operation, Production, and Sales Management Teams to position the organization for **continued growth, and market expansion**.
- **Travelled extensively through the UAE, Saudi Arabia, Bahrain, Oman, Qatar, China, Hong Kong, India, and Singapore as a corporate ambassador**, generating visibility and creating business relationships via exhibitions, investor's seminars, media, and public presentations.
- Managed a robust team, consisting of **25 Senior and Junior Managers, Team Leaders, Supervisors, Engineers, Operators, and other subordinates up to 7,583 employees**.
- Harnessed the transformative power of the top team, **selected stakeholders** of exceptional expertise, and increased employment **from 5,322 to 7,583 (42.48% increase) in 2013-present**.
- Cultivated a respectful and healthy working culture offering a positive ambiance and enforcing adherence to the organization's policies, code of conduct, and ethics rules/guidelines. Results included boosting productivity, retaining highly efficient staff and mitigating staff turnover by 32% and 34% in 2017 and 2018, respectively.
- **Reformed operations and achieved compliance** with regulatory authorities' guidelines, including ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, ISO 22301:2018, AS/NZ 4801:2001 and OHSAS 18001:2018, which increased efficiency, and performance.

PROFESSIONAL DEVELOPMENT:

Australian First Aid Institute

- Level III in First Aid, 2014 & Level II in First Aid, 2012

Western Institute of Technology

- Advanced Diploma of Business, 2013

Master Building Institute

- Diploma of Occupational Health and Safety, 2014
- Certificate IV in MS Project (Advanced level), 2012
- Diploma of Building and Construction Management, 2010

RMIT University

- Diploma of Building Thermal Performance Assessment First Rate 5, 2010

Box Hill Institute

- Diploma of Training and Assessment (TAA40110), 2009

Australian – Victorian Building Authority Board

- Registered/Licensed Construction, Property Developer and Real Estate Practitioner, 2007

Master Building Institute of Victoria

- Diploma in Business Development and Marketing, 2000
- Diploma in Business Contracts and Business Law, 2000
- Diploma in Business Financial Management, 2000

Western Institute of Technology

- Diploma of Business, 1997

Peninsula Institute

- Diploma of Business and Real Estate for Australian Property, 1995

Monash University

- Diploma of Advance MYOB accounting and finance, 1995
- Certificate IV in Advance Access Software, 1994
- Certificate IV in Advance PowerPoint Software, 1994

Chandler Victoria Secondary College

- Victorian Certificate of Education (VCE), (VCE score 87%) 1993

- Shouldered onus for the company growth, expanded geographical footprint: **founded 7 corporate branch offices with selected stakeholders across major cities of Australia** including Brisbane, Gold Coast, Melbourne, Newcastle, and Sydney since 2013.
- **Recognized with a high achievement award in 2015–2018**, appreciated for sustainable profitability and providing innovative solutions to today's complex business challenges.

Chief Executive Officer (CEO) | TM Building, and Real Estate Group | (<http://www.tmbuilding.com.au>) | Jul 2007 – Aug 2013

A private company preeminent across Australia in construction, property developments, commercial-residential real estate investments, financial investments, and import-export. A reputable organization with an annual turnover of AUD 1.97 billion, 5725 stakeholders and 15 corporate offices across Australia.

- Guided and mentored a team of **5,725, including 25 Managers** as direct reports, to successfully manage the operations while ensuring compliance with regulatory authorities' amendments, such as **ISO 9001, ISO 14001, and AS/NZ 4801:2001**.
- Developed and implemented an international growth strategy which has increased **annual revenue by 52.71%, and annual profitability by 41% in 2012-2013 financials**, compared to the previous year.
- Developed an international alliance with Australia, China, and India, delivering over **AUD 1.1 billion in annual sales**.
- Established new recruiting & training procedures, radically raising headcount from **4,147 to 5,725 (38% increase) in 2007-2013**.
- Succeeded in achieving **8% international market share by opening 3 corporate offices** across Brisbane, Victoria, and Sydney.
- Created and improved shareholder value in various fields that included financial investments, property developments, real estate investments, and imported-exported construction materials through effective strategies.
- Introduced **Six Sigma, performance and quality gap analysis, 360-degree feedback analysis, TQM, and continuous improvement strategies** for better operations, that increased competency level of the team by **18% and customer satisfaction ratio by 21%**.
- Developed strategy to import building materials meeting Australian standards at lower buying costs, propelled the **profit by 12%**.
- Delivered real-time intelligence for making better-informed decisions. Instituted **Six Sigma, performance and quality gap analysis, 360-degree feedback analysis, total quality management, and continuous improvements strategies**.
- Incremented organization's profits via importing building materials that met Australian standards at lower buying costs, recommended to the Board of Directors subsequent to conducting extensive research, **offered game-changing insights for resolving challenges, and enhanced the bottom line**.
- **Refurbished/ revitalized operations** to adhere strictly to regulatory authorities' amendments, such as ISO 9001, ISO 14001, and AS/NZ 4801:2001.
- **Travelled extensively as corporate ambassador** throughout UAE, China, and India, to generate visibility and create new business relationships, strategic partnerships, and alliances.
- **Recognized with a high achievement award in 2010–2013** for repeatedly producing unprecedented revenue, profit, and business growth objectives.

General Manager and Business Development Manager | RW Real Estate (www.rwinvestments.com.au) | Jan 2003 – Jul 2007

RW Real Estate is one of Australia's largest real estate groups, engaged in the business of providing investments in construction, property developments, commercial-residential real estate, and business franchising, with over 300 corporate offices in the major cities of Australia. The company employed 13,000+ people, with an annual turnover in excess of AUD 39 billion.

- Propelled annual sales **by 25%, and profit by 11%** in Victoria, Australia alone during a phase of company expansion in 2006-2007.
- Advanced the performance and productivity by **35% in 2005-2006** with the introduction of the **360-degree feedback system**.
- Redefined strategies and increased customer satisfaction level by **20% upon analysis of financial data and operation reports**.
- Diminished franchisor & franchisee risks by **18% by enforcing compliance with Australian franchising laws and other policies**.
- Augmented distribution network by **12% by creating awareness of consumer buying behaviors, and in-market competition data**.

MEMBERSHIP:

- Australian Investors Association (AIA)
- Australian Shareholders' Association (ASA)
- Building Designers Association of Victoria (BDAV)
- CEO Australian Association (CAA)
- Housing Industry Association (HIA)
- Industry and Professional Association (IPA)
- Master Builders Association of Victoria (MBAV)
- National Real Estate Association (NREA)

PERSONAL INFORMATION:

- Nationality: Australian
- Date of Birth: 7th September 1975
- Current Location: Australia
- Marital Status: Married
- International driving licence
- Driver's Licence No: 49779066
- Portfolio video:

LANGUAGES:

- Arabic
- English
- Mandarin

- **Boosted ROI by 16%**, expanded a market that positioned the organization for continued sustainable growth.
- **Acknowledged with Top Performer Award as in 2006–2007** for attaining profitability forecast, and revenue goals as determined with the Board of Directors and CEO.

General and Marketing Manager | Modern Image Property Investments and Importing and Exporting | Jun 2000 – Jan 2003 (<http://www.modernimageinvest.com.au>)

A preeminent Australian firm in real estate investments, property developments, construction, importing building materials and exporting livestock. It employed 1,511+ stakeholders and has an annual turnover of AUD 825 million.

- Accelerated **annual sales by 32.85% and profit by 8.5% during 2002-2003** in Australia by capturing business from the untapped market.
- Curtailed storage costs by **40% during 2002-2003** through effective planning for stock arrival and use of technology and software.
- **Achieved all marketing budget and sales targets** during tenure with this company as per the tactical marketing plan for the period.

EARLIER EXPERIENCE

- **General Manager (GM)** | KS Property Developments, Australia | Jul 1997 - Jun 2000
- **Manager** | Australia's Timeshare Investments, Australia | Jul 1995 - Jun 1997
- **Junior Manager** | Weather Guard Building Projects, Australia | Nov 1993 - Jul 1995

OVERVIEW OF KEY EXPERTISE DOMAINS:

Visionary, Strategy and Execution Leadership

- Envisioning goals, owns P&L, ROI accountability and big picture strategy that builds businesses, drives missions, generating positive ROI deliverables and measurable market leadership and growth.
- Steering organizational development initiatives as per the corporate vision/objectives and consistently strove to achieve better results and enhance stakeholder value.
- Chairing formal shareholder meetings biannually to report on profit forecasts, including financial, strategic, risk strategies and feasibility analysis.
- Establishing corporate competitive advantage strategies via organizational change and continuous improvements to enhance productivity, efficiency, performance, and profitability.

Business, Sales & Marketing Strategy Orchestrator:

- Establishing vision, short- and long-term strategy, innovative plans and strategic direction that positions organizations for success.
- Providing visionary sales and marketing leadership, propelling business growth, utilizing dynamic leadership skills to exceed P&L goals and targets.
- Facilitating resource optimization, monitored budgetary decision-making based on extensive research, statistical data, auditing and consultation with experts, stakeholders & consultants.

Take-charge Investment and Real Estate Business Champion:

- Directing growth and expansion. Instituting strategic plans to advance the company's mission and objectives. Optimizing operational efficiency, productivity, loyalty, reputation, new market opportunities and long-term growth in the company.
- Igniting a shift in culture and ideology around opportunities hallmarked by sustained growth.
- Providing data-driven insights for investment opportunities, identifying real estate prospects, assessing their potential & developing market propositions for potential investment partners.
- Employing an unmatched combination of insight to evaluate new opportunities and ventures.

Charismatic People Leader

- Encouraging, coaching and mentoring subordinates and employees propel growth and deliver enterprise goals and objectives.
- Establishing leadership team, systems and stakeholders' capabilities to deliver on the organization's extensive project portfolio, and drive growth.
- Forming efficient, talented teams of industry experts by being a magnet for talent, and developing their core skills to deliver world-class performance.