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612-840-2007

Senior IT Professional with more than 22 years of experience in both the Business & Technology domains with excellent leadership skills in Full SDLC/Implementation Engagements, EAI, BPM, Business Process Re-engineering, Information & Risk Management in highly complex & matrixed organizations. With 20 years of direct effective leadership coupled with an intimate knowledge of the technical & business domains I deliver excellence in operational transformations, services optimization, QA, governance & business development. Throughout my career, I have substantially improved the business and IT performance of clients & organizations I worked for as my passion has been and still remains improving business results via the use of Strategic Planning, Process optimization & the utmost utility that can be derived from Technology.

I have planned & managed the scope, timeframe, teams comprised of onsite/regional/client/offshore resources, activities, and financials using suitable project management tools. I produced roles/responsibilities documentation, risk mitigation plans, communication plans, change management plans, issue identification & resolution plans while managing interaction & management of vendors & 3rd parties. Ensured meeting rhythms and that all Projects were on-time and within budget if not even ahead of time lines and below budgets.

Communicated the project plan to the project team and to all stakeholders agreed and delegated project actions. Managed, informed, encouraged and enabled project teams. Checked, measured, monitored, reviewed project progress - adjusted project plans, reviewed changes with the client and agreed to changes. Completed project reviews and reported on project performance to all stakeholders via formal scheduled meetings and weekly status reports

### **Tools**

MS Project, Plainview, HP PPM, MS Visio, Publisher, Access, ARIS, Mercury Quality Center, CA Clarity, Method I, MS Office & Share Point

### **Methodologies**

SDLC, Implementation & Project Management methodologies: Agile (Since 8 years ago), RUP (Since 2000), Extreme Programming, Test based Development, Waterfall, IBM's Project Management Methodology, SOA, PRINCE II (Since 1993) & PMBOK

### **Programming Languages**

C#, C++, .NET, JAVA, J2EE, Java Script, SOAP, Python, XMPP, APEX, SQL, COBOL, PHP, ASP.NET, Visual Basic, Info Basic, RPG, Oracle's SQL Forms & Report Writer.

### **Infrastructure**

AS 400, IBM Mainframes, Clustered Servers, Grid Computing, VMware, Data Centers with EMC Storage, networking via or Cisco or Avaya

### **Industry Experience**

Financial Services (Banking/Capital Markets/Brokerage/FX and Fund transfers & Insurance, Retail, Healthcare, Medical Supplies, Bio-Science, Government, Manufacturing, Import/Export, Wholesale, Distribution, OIL & Gas, FMCG, Food stuff & CPG

### **Specialties**

20 Years of SDLC from gathering requirements, Business Analysis, Architecture, Oversight of Development, QA, Communication Management (inclusive of Status updates and stake holder meetings) Rollout, Implementation & Asset Management including Release Management. Experienced in implementing ERP systems with SCM, Retail and Manufacturing modules since 1991. These include 13 Oracle implementations (with retail, SCM & Manufacturing), 3 full SAP, and 2 MSFT Dynamics implementations.

Experience with Mass Storage, Business Continuity Planning, Disaster recovery and Data Centers since 1993

Oversight and management of the Development of Banking/Capital Market Solutions since 1993

Designed, oversaw the full SDLC, Product Management and implementation of the world's 1<sup>st</sup> Islamic Banking, Financing and Investment system HIPAA compliant healthcare systems for payment/provider enterprises

Strategy, Operations Analysis/Process Re-engineering, Policies / Procedures / Best Practices, Change Management/ Crisis Management & Turnaround/ Issue Analysis & Resolution

Business Development, Business Case Development, Securement & management of Capital for all initiatives since 1991

IT Risk Audit, Management and Mitigation since 1991

Managing a PMO, team building, coordination and management& Internal Systems since 1993

### **Business Intelligence & Analytics experience since 1998**

#### **16 years of e-commerce development, implementations and upgrades**

Extensive experience in Corporate Governance, SOX, Basel II and regulatory experience

Experience in Financial Planning, Budget Management and Forecasting since 1993

Vendor relationship Management, RFI & RFP management since 1991

Substantial Experience in SOA, 20 years of experience in EAI, 20 years of Software Architecture Experience

Experience in web based solutions/Workflow & Document Management Solutions since 1997

Experience in Portals/Web Based Solutions, with streaming video and voice inclusive of SEO since 1998

An abundant experience in Cloud Computing from 2000

7-8 years of Agile SDLC

High degree of proficiency in Software as a Service Experience

High degree of know-how in thin client solutions such as Citrix

### **High degree of experience with Mergers & Acquisitions**

Throughout my professional life, I implemented Trade Station, Charles River, Trading Solutions, Broadridge, SAXO Trader, Bloomberg NEXT, Advent ORC, Healthcare payment, Healthcare provider solutions (from SDLC to implementation & Customization), AML, Retek (& other retail solutions)

### Professional Development

Gartner PM Certified Project Management Professional, Certified QA Manager, IBM e-business solution Advisor, High Level of expertise in ISO standards, Six Sigma, CMMI, COBIT & ITIL

### Education

University of St. Thomas

BA- Business Administration

## CHRONOLOGICAL EXPERIENCE

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### **Best Buy**

#### **Program Manager**

Working with the PCM, Sr. Program Manager to execute a USD\$250M Program whereby jointly we are leading a team of TCS, Wipro and Best Buy to digitize the retail and SCM via the use of e-commerce, BI, and a multipurpose portal.

### **Ministry of Health in Kuwait (NDA)**

#### **Program Manager, Head of the PMO & Consultant, Remote execution from MN, USA**

6/2011-03/31/2012

Leading a multi-month effort for the Ministry of Health to re-engineer the processes, create new policies & then document the RFPs for the systems that will support the new organizational model. I had direct management of the IT staff and a dedicated business SME from each Business Unit. Subsequently I led the system selection process (**which included BI & e-commerce solutions, the chosen solutions were BusinessObjects and IBM e-commerce**). This program involved hardware, infrastructure, networking, cloud computing, Business Continuity & Disaster Recovery planning and implementation, I could not execute the implementation from MN, US, however I am providing advisory services now to the implementation & Executive teams. The Budget for this program is approx. USD\$ 20M with 60 project staff members.

### **SISCOM – Saudi Arabia & the USA**

#### **Sr. Director-Banking Technology Practice & Business Advisory Services Practice**

01/2011 – 06/2011

I acted as the Sr. Program Manager and ensured that we had strong relationships with our partners, one of whom was Temenos as we became their service delivery arm in the Middle East.

- I conceptualized the Vision, Mission and put together the Strategy and Business Plans for both practices.
- Built the 22 practices from scratch into top revenue earning business units.
- While in SISCOM I provided the management of full project lifecycles for development / implementation of Financial Services technologies. I led the establishment of workflow management systems & **BI Solutions (BusinessObjects & Cognos)**. These solutions were full SDLC solutions and I managed a team of 6 developers, analysts and QA personnel while I managed the SDLC, rollout and product management. Typically such projects had a budget of approx. USD\$750,000.
- I managed the implementation of Solutions, for Core-Banking, Trading, Portfolio Management, FX & Fund Transfers, Treasury, ATM & Card Services, on-line trading/banking, Portal, **e-commerce and BI** (for dashboards and reports to the Management of using BusinessObjects). The budget for the implementation services for this program was approx. USD\$8M
- **Implemented a BI (Cognos) & e-commerce solution for all banks in Saudi Arabia** in a cloud environment so that they could produce their regulatory quarterly reports to the Central Bank without having to go through the grueling effort of manually preparing. I was the Project Manager for this initiative managing a team of approx. 8 professionals with a budget of USD\$3M per bank.
- Led USD\$2M SDLC project for the development & implementation of a portal with full **e-commerce** capabilities for a major bank in Saudi Arabia
- Played a major role in the initiative that was led by my boss to rebuild the company's website & portal. Was involved in the architectural design, content management and the User Interface Design.

### **Temenos – As per Gartner - the world's leader in Financial Solutions**

#### **Project Director**

8/2008-12/2010

- Held complete oversight over Project resources.
- Managed a very complex structure whereby our offshore development and support teams used Agile and all the banks used Waterfall. I had to come up with an approach that illustrates to the bank's that they should make a calculated move to a lean Agile model. At the same time I had the offshore development and support teams to communicate via me instead of directly with the bank so that I can "translate" between both entities.
- As the Sr. Project Manager I spearheaded the full implementation of Temenos' Banking/Wealth Management Solution inclusive of Core-Banking, Portfolio Management, Trading Solution, Asset Management, Mutual Funds, FX, Fund Transfers, Treasury, ATM & Card Services, Internet & Mobile Banking (including online payment processing), **Business Intelligence/Analytics through ETL from the data warehouses with a heavy emphasis on e-commerce so that these banks could interface with brokers, asset managers, other banks, the central bank & the bank's clientele through a variety of intelligent channels. In addition, I led the integration of all other bank support systems interfacing with the flagship product.**
- I also led turnaround efforts, identifying & addressing operational areas in need of change, improvement, or elimination. We were also involved in the upgrade, enhancement, design and construction or enhancement of internal and external facing websites (above & beyond the
- Oversaw the M&A when one bank bought another and we had to decommission the applications of the purchased bank (core-banking, Oracle ERP, other business systems such as retail, wholesale, Trade Finance, Wealth Management and other support systems) and integrate their data and systems with the bank that bought out the other bank. Subsequent to the M&A we integrated the data from the purchased bank into the Temenos implementation of the buying bank.
- Portal that contained newsletters, enhancements to existing websites experience and email blasts. **Moreover, all projects were turnkey solution projects that involved Consulting, BPR, SDLC, Implementation with customization & Infrastructure**

- As a Project Director, I was challenged by taking over a suite of 7 failing projects achieving a successful turnaround through the implementation of stringent governance, proper management methodologies, restructuring & optimizing the performance of the Temenos staff and the client's IT group. For projects that were slipping or showed a level of risk, I took over the role of the PM.
- **Bank Al Bilad** – Managed a one year Program to upgrade the entire bank's systems from a much older version of Temenos to the latest browser/web enabled version. The Budget for the Project Implementation Services was approx. USD\$20M. I managed the re-engineering of processes so that the bank will reap the benefits of the much more advanced & feature rich version of T24. This effort ended up in USD\$8M in savings in the first year. I also, led the data conversion efforts that were carried out in sync between the onsite Temenos team & the offshore Temenos team in India. Implemented **Temenos' Business Intelligence and Analytics module that was integrated with the flagship product**. In addition we also integrated ATM, Portal, HRMS, ERP & other non-core software with the new version of T24. Project staff members that I managed where 60 resources.
- **Al Inma Bank**– (NDA as this bank is owned by the King of Saudi Arabia) the Largest Islamic Bank in Saudi Arabia (Capital Wise). Managed a two year Project to implement T24 & all its auxiliary modules across the bank, integrate other systems with T24 & carryout the SDLC of additional required functionality. The Budget for this Project was in the multimillion dollar range for the software implementation services, integration & the development of additional functionality was carried out using an onsite/offshore model with release management handled by me. Moreover, a complete through the portal and set up of a suite of BI & Analytics dashboards and intelligent reports. The BI & analytics were developed (using Cognos) and implemented for the bank's CxO members enabling a swifter decision making process and a complete overview of their business units.
- **Arbah Capital** – Managed a one year implementation of T24, all it auxiliary modules including Temenos' suite of BI & Analytics for this wealth management organization. This was a green field implementation as the organization was a startup & the Budget for the implementation services was USD\$15M & with 30 resources. The implementation enabled Arbah Capital to go to market in a more effective & swifter manner that surpassed the forecasted cost savings.

#### Self Employed Consultant

- **Government of Dubai** (Ports, Customs, Free zones, Ministry of Health and 13 companies owned by the ruler of Dubai) **10/2007 – 08/2008**  
**Portfolio Manager, Head of the PMO & Executive Advisor**, I was appointed by the ruler of Dubai to execute this initiative. I worked with executive leadership to put together a Business & an IT strategy. Then we put together a team of resources from the Govt.'s IT and business SME's to execute the Portfolio. I held complete oversight & management of the team for the lifecycle of the initiative. Then I restructured business processes & led the automation of the processes by implementing or converting to Oracle's ERP & CRM. Then I implemented e-commerce, cloud computing (as a part of the infrastructure), Business Intelligence & Analytics solutions to, reduce expenses, enable a swifter time for decision making & elevate performance in a global recessionary time. Implemented & integrated IBM's Enterprise Record Management Solution, Data warehouses, Disaster Recovery & Business Continuity Centers. This was a turnkey solution portfolio. In addition, I was heavily involved in the SDLC of mobile applications an external facing website, and a portal with full e-commerce capabilities including e-mail blasts. Budget exceeded USD\$115M for consulting, software, infrastructure, customization, & implementation services. Customization took place using an onsite/offshore model with release management responsibility shared between the offshore team and myself.
- **Etisalat – Largest Wireless Telecom Operator in Dubai (Government of Dubai) (NDA)** **10/2007 – 1/2008**  
Portfolio Manager along with a team comprised of strategic colleagues we provided strategic advisory services on new product innovation, rollout in KSA and competitive strategy on how to compete with STC (the dominant wireless Telecom operator in Saudi Arabia) – rate charged was USD\$200/hr.
- **Al Shayeh,-Group** **2/2007 – 10/2007**  
**Portfolio Manager**  
Al Shayeh is the largest retail conglomerate in Middle East. I re-engineered the processes & put in new polices & procedures followed by the implementation of an ERP solution with a full retail module for this group of retail companies. This client became a totally e-commerce based retailer with full Enterprise Application Integration from the retail customer point to the reordering of goods i.e. **a completely optimized SCM & producing BI dashboards/reports (using Cognos)**. This project involved significant data migration & integration. Enhanced the web site, portal & mobile browsing which resulted in an interactive & personalized web experience personalized for each customer. The services rendered enabled Al Shayeh to expand their rate of growth in the region by 170% while reducing operational costs by 25% per quarter. The infrastructure was Cloud based.
- **Orion Holdings,** **7/2006 – 2/2007**  
**Chief Strategy Officer** for this conglomerate of financial services firms, my team & I implemented solutions to enable them to be an e-commerce centric environment equipped with the latest **Business Intelligence capabilities(using Microstrategy)** reducing the time for decision making, elevating efficiency & reducing operational costs. In addition I also implemented Data warehouses & SFDC (as a cloud implementation) as the CRM – Budget was USD\$5M  
I also oversaw the integration of systems from a company that Orion bought which included wealth Management, Portfolio, brokerage and Oracle's ERP)
- **Orion Tradesoft** **7/2006 – 2/2007**  
**As the CEO**, in conjunction with the CTO we empowered SOA and a lean Agile methodology that enabled the SDLC team to operate much more efficiently and empowered the service delivery arm of the firm to be a leader of a Web Based Financial Solution provider for Brokerage & Portfolio Management that were e-commerce centric and included Business Analytics through ETL (using BusinessObjects). The solutions were capable of electronic data interchange with Banks, other Brokers, Capital Markets, the Central Bank & Customers. I was also involved in the UI Design to enable a more user friendly application & ensure its operational efficiency as it had the additional functionality of wireless mobile trading. The implementations involved significant data migration & conversion. The SDLC & customization effort was USD\$2M & Implementation Services were approx. USD\$1M per client site.

- Honeywell** 1/2006-7/2006  
**Advisor - Strategy & Marketing**  
 Drove the development of strategic marketing plans targeting Saudi Arabia and the Middle East for this diversified manufacturing Fortune 500 Company. Managed market analysis, reporting, strategic planning, and establishment / maintenance of communications structure encompassing promotions utilizing media agencies, press, and additional external parties
  - Collected Requirements from the HQ C-level and the Business Units in Dubai.
  - Developed a Strategy for the Middle East.
  - Fueled revenue generation in assigned region while capturing savings through the development of successful corporate brand and strategic marketing programs, resulting in business development and new corporate ventures. Achieved growth of 35% especially in the Saudi Market (the first market I was assigned to address)
 Fee for consulting services was USD\$250K
- Jeddah Cable Company** 03/2005 – 12/2005  
**As the EVP of Strategy & BPR** for this major manufacturer I oversaw the implementation of SAP's R3, SCM with Data Warehouse & Manufacturing solutions, then initiated & implemented e-commerce trading for the company with its suppliers & customers. **Implemented a BI platform for intelligent dashboards & reporting** (using BusinessObjects) in addition to IBM's Enterprise Record Management Solution. This program had both green field implementations from manual processes & data conversion/migration for the legacy systems. In addition web-based solutions were developed via a lean Agile approach while the implementation of SAP R/3 was executed via Waterfall. The Budget for this effort was approx. USD\$40M & resulted in cost savings in excess of USD\$8 million per quarter.
- KPMG** 09/2004 – 03/2005  
**Sr. Director/Associate Partner, I set up the Risk Advisory Services Practice for KPMG** from scratch into a fully functional, operational & highly profitable practice in line with SOX & Basel II.

**IBM/GBM – GBM is the arm of IBM in the Persian Gulf** 03/2003 – 09/2004

**Business Consulting & Professional Services Practice Lead**

**Re-established the company's losing business unit into a highly profitable Professional & Business Consulting practice in Kuwait, strategically aligning the Practice's needs with the corporation's practices. Selected Contributions:**

- Turned around a low-performing Business Unit into a highly profitable Business Unit
- Worked with all account executives in the presales, sales & project realization.
- Spearheaded service & performance improvement in the areas of business process management, policies, procedures and QA so that QA functions would commence with the Gathering and analysis of requirements till the sign off and post live support segments of the solutions.
- Implemented the Software Solutions that comprised our portfolio of Solution Services Offerings. The hardware used was always IBM hardware (Mainframes, AS400 Computing Machines, Clustered Servers & Grid Computing).
- Acted as the Program Manager for the Projects that the Practice was managing and in some cases I acted the PM myself. These were green field implementations or were migration and upgrade project.
- Created Strategy for Kuwait Capital Markets.
- Implemented Trading Solutions
- Implemented Advent (portfolio/wealth and trading management system)
- Implemented BI solutions with Data warehouses & scripts to extract transform & load the data into Crystal Reports.
- Implemented an ERP solution for one of the largest Retailers in the Persian Gulf Region.
- Selected Solution from vendors and Managed Vendor Relationships
- Spearheaded Programs focused on Workflow Systems, CRM, AML, e-commerce, Treasury, FX & Fund Transfers, Core-Banking, Portfolio, Asset Management, Wealth Management & Trading Solutions, ATM, Card Management Systems, IBM's Enterprise Record Management System, content management implementation, Websphere for Web/Portal solutions, Mobile Banking & Electronic Banking inclusive of IVR & VoIP.
- In addition to Financial Services we also focused on Govt., Education & Training centers, Healthcare & Construction. For Education Services we oversaw the implementation of Documentum as a content management solution that was used in an e-learning environment.
- Turned projects into Turnkey projects with Consulting, Software, Hardware, networking to create a bundled one stop solution for clients.
- Honored with commendations from IBM's CEO for superior performance & contributions.

**Spherion MN, USA**

**Sr. Director of EAI**

**2001 – 2002**

Transformed this Fortune 500 company's EAI practice from a Staffing Services vendor to a High-End, Full-Service Consulting/Project Management/SDLC or Vendor software implementation/Business solution/Professional Services Provider. Developed & managed corporate strategy, business plans, P&L controls, teams, partnerships, & the sales executive support structure. **Selected Contributions:**

- **Enhanced productivity & performance while increasing profits during a challenging recession in IT** by developing the Practice into a Solution Provider instead of a pure staffing services practice.
- **Developed the Vision, Mission, Strategy and Business Processes. Then** secured the budget that **achieved a reduction of expenses by 30% in the first year & by 25% in the second year** thus achieving an overall substantial cost savings.
- **Oversaw and managed all Vendor Relationships**
- **Oversaw the implementation of enhanced web Management/Content/Experience with Vignette's Web Content Management, which is OpenText, to create an interactive Web experience personalized for each Web site visitor.**
- In addition to servicing the financial sector **we targeted Best Buy, Target, other retailers, Manufacturing, Healthcare & Service Oriented firms. I worked with the account executives in both pre-sales & sales functions for opportunities inclusive of professional services.**
- Responded to RFI's, RFPs and agreed to Proposals.

- Elevated the QA standards on SDLC projects which contributed to Spherion being recognized as the QA Company.
- **Fueled increases in business while cutting costs by forging & cultivating strategic offshore partnerships.**
- Enhanced company services **to achieve a ranking as one of IBM's leading business partners.**
- **As a PM, I conducted a Full SDLC of a Website & Portal with complete content management for a major Media/Advertisement firm in Minneapolis, MN.** I worked on the functional design and the User Interface Design & advised on the **Implementation of SFDC as the CRM Solution.**
- **Acted as a Program Executive for a Program a full SDLC program with BCBS of MN.**
- **Acted as a Program Manager for a full SDLC project with MN DOT.**
- **Implemented Vignette** at Several Sites In MN, USA
- **The EAI practice had 4 business units** Technical Project Management, Microsoft Technologies, JAVA / J2EE & Open Source. Each Business Unit was led by a Managing Consultant.
- Acted as the Portfolio Manager for all projects that the practice was managing.

#### **Warba Medical supplies (Family Owned Business)–Kuwait City, Kuwait**

**1993-2000**

##### **Managing Partner**

Oversaw all the operations of the enterprise and managed all the staff within the enterprise where each Business Unit reported to me and their staff reported to them. I assessed the current situation, defined the AS IS State then defined the TO BE STATE. Oversaw the Strategy of the transformation to the To Be State & put together a strategy for re-engineering policies & procedures, a go to market plan, the automation of the operations, developed better relationships with suppliers to improve the supply chain mechanism. Warba became the exclusive importer & agent for many of the global leaders in medical supplies, hospital equipment, pharmaceuticals, & ethical cosmetics.

I re-engineered the company's processes to be e-commerce centric with the Government's Health Ministry, vendors & clients. This process was quite detailed & time consuming & it was iterative in nature so it consumed several years & was still ongoing as when the government's regulations changed the interfaces had to change & the same thing with the vendors.

Implemented a company-wide full ERP solution with a complete retail, distribution & CDMS solution for the enterprise & our group of pharmacies.

#### **International Turnkey Systems – Kuwait City, Kuwait & Florida, USA**

##### **Head of Financial Services & Principle Consultant**

**(1998 to 2000)**

Assumed the role of Project Manager for all Financial Services Projects. Established the strategy, staffing plan, policies, processes, technology requirements, training for practice members, mentorship, & oversaw vendor partnerships *Selected Contributions:*

- As a Business Consultant I carried out BCA for all projects to demonstrate the ROI, TCO and Earned Value that each client will achieve by implementing our solutions.
- As a PM I implemented a bundled one-stop turnkey solution provider encompassing consulting services, IT Strategy, Business Process Management (BPM, BPI, BPR) along with the business solutions, hardware, networking (Oversaw the implementation and upgrades of applications & infrastructure (i.e. Hardware/storage/networking) and software), Business Continuity Planning and implementation along with DR, DW, Web Based Solutions, IVR, VoIP & SLAs for post sign off support.
- Acted as the Subject Matter Expert, Architect & Program Manager for the customization, additional development & the Implementation of our Core-Banking solution.
- I acted as the hands on PM for all Bank wide solutions projects
- Selected Engagements:
  - Qatar Islamic Bank 1998-2000 – full Turnkey Project encompassing, Consulting, Banking Solutions Implementation & data conversion, Infrastructure implementation plus Implementation of a full DR, Business Continuity Center, Data warehouse, BI implementation, e-commerce and EDI Implementation
  - Abu Dhabi Islamic bank 1998-2000 - full Turnkey Project encompassing, Consulting, Banking Solutions Implementation, Infrastructure implementation plus Implementation of a full DR, Business Continuity Center, Data warehouse, BI implementation, e-commerce and EDI Implementation
  - Kuwait Finance House 1998-2000 - full Turnkey Project encompassing, Consulting, Banking Solutions Implementation & data conversion, Infrastructure implementation plus Implementation of a full DR, Business Continuity Center, Data warehouse, BI implementation, e-commerce and EDI Implementation

#### **PATH SOLUTIONS – Kuwait City, Kuwait**

##### **Head of Consulting, Service Delivery and PMO**

**(1993 to 1998)**

Played key role as a member of the start-up team establishing and driving business, strategy, products, and service delivery, boosting revenue and profit growth, and elevating company to leading provider of Islamic Financial Solutions.

- Played lead role in helping firm to generate a multimillion-dollar revenue stream and achieve the dominant leadership status by assuming the pre-sales role and ensuring that development was structured with the highest level of governance and QA and the least time to market.
- Assumed leadership role on all Projects during start-up and subsequently as the Program Manager delivered significant productivity enhancements through the implementation of advanced structured design, software management, and project management methodologies. Elevated operational performance by introducing performance-based bonuses and providing career advancement opportunities in addition to investing in the resources by providing with additional training. *Selected Contributions:*
- Designed, architected and oversaw the development of a Full Portfolio Management /Wealth Management Solution a Client Management System; Interface with Capital Markets either through Reuters or its own FIX engine; A Brokerage Solution; A Mutual Funds Solution; A complete Trading Solution; A Treasury Solution; A FX System; A Risk Monitoring, Analysis and Management system (front office, middle office and back office). I implemented the solution in numerous countries as it was highly customizable so it could easily be configured for the rules,

regulations and laws governing trading, portfolio management and brokerage. All the projects were Turnkey projects i.e. (Business Consulting Services, BA, PM, SDLC, integrating vendor products, networking, hardware, maintenance and SLA for post sign off support).

- Collected requirements with the other BAs that reported to me. Then I, designed (User Interface and Functional Architecture), architected, oversaw the development, QA, Roll-out and Implementation of a full ERP utilizing Oracle Forms and Report writer solution with full retail, wholesale, manufacturing, SCM & Healthcare Modules. The solution was implemented in numerous countries as it was completely bilingual as per each user's choice. This solution was implemented in FMCG clients, Retail, Healthcare related companies, Foodstuff Firms, Financial Institutions, Construction firms, Government entities, and many others.
- As a Program Manager, I designed, architected and drove the development (in Oracle, PowerBuilder, JAVA & J2EE) and implementation of the first commercially available Islamic Banking, Investment, Treasury & full financial solution while acting as the Head of the company's PMO.
- Retail Implementations at 6 retail organizations which included several large retail firms in the Middle East.