

# JOHN Q. PUBLIC

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## STRATEGIC BUSINESS EXECUTIVE

C-Level professional experienced in strategic planning, business operations leadership, negotiation, and talent management. Proven track record in successfully obtaining ROI through successful management of investments and commerce. Experience in the private and government sectors.

### KEY SKILLS & ATTRIBUTES

Strategic Planning ♦ Asset Management ♦ Leadership ♦ Investment Vehicles ♦ Influencing ♦  
Contracts ♦ Business Management ♦ Negotiation ♦ P&L ♦ International Enterprises ♦  
Mentoring & Coaching ♦ Energy Sector ♦ Manufacturing ♦ Marketing ♦  
Restructuring ♦ Turnarounds ♦ Talent Management ♦ Fluent English & Arabic ♦  
Conversational French & Spanish ♦ Microsoft Word, Excel & PowerPoint

### PROFESSIONAL EXPERIENCE & SELECTED ACCOMPLISHMENTS

**SAMADA DEVELOPMENT COMPANY:** Abu Dhabi, U.A.E.

2011–Present

**Senior Vice President – Industry Unit** (2014–Present)

**Vice President – Industry Unit** (2011–2013)

Samada is a \$70B sovereign wealth fund with over 35k employees and operating in 20 countries. Manage \$1.7B in assets in energy sector investments, including ventures in Algeria, Oman and the United Arab Emirates. Grow and manage existing portfolio, identify new investment opportunities, direct strategic initiatives and implement operational efficiencies. Hire, lead, and mentor team of 8 vice presidents, analysts, and advisors. Utilize global perspective to bridge cultures.

- Spearheaded \$150M green field joint venture in Mainland China – Jiangsu Suyadi Tancai Co., producer of calcined petroleum coke used in production of aluminum.
  - Developed strategic plan, hired CEO, identified efficiencies, secured \$60 million in loans. Restructured and renegotiated corporate contracts.
  - Opened facility 6 month ahead of schedule and 10% below estimated costs.
  - Promoted to Senior Vice President as a result of successes with Jiangsu.
- Turned around Tabreed, an Abu Dhabi provider of distributed cooling services. Hired new CFO, negotiated new business opportunities, and developed market entry opportunity in Saudi Arabia.
  - Reduced impairment risk by 68%, lowering commercial risk from \$2.5B to \$800M.
  - Minimized potential risk from maturing convertible bonds. Orchestrated sale of public shares and stock buyback program, increasing share price and reducing risk.
- Generated 240% return on investment in energy plants in Oman and Algiers through strategic leadership, analysis, and management.
- Revamped Mubadala's global MBA and college recruitment process, identifying strategic target schools and applying qualitative, financial, and case study interview process.
  - Reduced recruitment cycle time by 44%, decreasing from 9 months to 5 months.
  - Improved quality of MBA hires. Process was implemented across company.
- Successfully negotiated with Algerian government to remit to U.A.E. dividends from SKH SPA energy plant in Algiers.
- Hold seats on Board of Directors on Jiangsu Suyadi Tanci Co. Limited (Zhenjiang, China), SMN Power Holding (Muscat, Oman), SKH SPA (Algiers, Algeria), and Tabreed (Abu Dhabi, U.A.E.).

**U.A.E. OFFICE OF THE PRIME MINISTER:** Dubai, U.A.E. 2009–2011

**Director–Strategy & Policy** (2009–2011)

**Senior Consultant** (2009)

Reporting to Director General, developed medium- and long-term strategies and policies for the federal government addressing key social and business issues in the areas of education, healthcare, and labor reform. Collected data, analyzed performance of government agencies, and assisted managers in developing individual strategies and policies. Managed team of 6 policy professionals.

- Influenced ministers to develop and adopt strategies through consultation and fact-based data.
- Project managed 80 high-priority initiatives within a cross-ministerial group.
- Led creation and cascading of 2011–2013 strategic plan across 48 government agencies.
- Presented strategic plans to full cabinet and ministers.
- Selected for federal government leadership training program, consisting of top 10% of applicants.

**DUBAI INTERNATIONAL CAPITAL:** Dubai, U.A.E. & London 2008

**Senior Associate–Private Equity**

Managed portfolio companies in industrial packaging, hospitality, and healthcare sectors. Evaluated multiple deals in oil and gas diversified industrials, and devised market entry strategies for a budget hotel for the southeast Asian market with a focus on India.

**MCKINSEY & COMPANY:** Dubai, U.A.E. & Riyadh, Saudi Arabia 2005–2007

**Associate** (2006–2007)

**Summer Associate** (2005)

Led variety of projects involving the development of corporate growth strategies and restructurings.

- Helped leading Saudi Arabian bank gain 3% market share in 6 months by restructuring its commercial brokerage business. Conducted full market scan and implemented business model.
- Built model for \$7 billion government economic zone in northern Saudi Arabia.

**GENERAL MOTORS – MIDDLE EAST:** Dubai, U.A.E. 2001–2004

**Market Planning Manager – Cadillac, Saab & HUMMER** (2003–2004)

**Premium Brands Marketing Analyst** (2002–2003)

**Management Development Program** (2001–2002)

Developed and executed marketing, advertising, and sales support strategies for GM's luxury brands.

- Launched HUMMER in Middle East through cross-functional team. Achieved 110% of forecast.
- Improved customer experience and grew sales through revamp of dealer processes.

## EDUCATION

**HAUTES ETUDES COMMERCIALES, School of Management (HEC):** Paris, France

**MBA in Strategic Growth**

- Received full academic scholarship from TOTAL S.A.L.

**AMERICAN UNIVERSITY OF SHARJAH:** Sharjah, U.A.E.

Bachelor's of Science in Business Administration, Finance Major

- Received academic scholarship from Sharjah Electricity & Water Authority