

EXECUTIVE SUMMARY

Strategic and influential management leader with a distinguished record of driving procurement, operational excellence and organisational transformation across sovereign, public and multi-sector private environments. Expert in strengthening institutional performance through rigorous governance, advanced operating models, digital modernisation and precision-driven decision intelligence. Adept at steering complex stakeholder ecosystems, optimising procurement and service delivery architectures and embedding ESG and sustainability principles into enterprise-wide strategy. Recognised for shaping organisational clarity, elevating performance benchmarks and delivering enduring value creation through a leadership philosophy grounded in strategic foresight, disciplined execution and unwavering integrity.

CORE COMPETENCIES

- Strategic Leadership & Governance
 - Procurement & Supply Chain Excellence
 - Corporate Strategy & Portfolio Diversification
 - ESG & Sustainability Integration
 - Digital Transformation & Automation
 - Financial Stewardship & Risk Governance
 - Stakeholder Engagement & Diplomatic Negotiation
 - People Development & Succession Planning
 - Change Management & Transformation Leadership
 - Operational Excellence & Performance Optimisation
 - Innovation & Continuous Improvement
 - Crisis Management & Business Continuity Planning
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PROFESSIONAL EXPERIENCE:

Qatar Investment Authority (QIA), Doha Qatar

Procurement Manager - Administration Affairs Department

Jan 2020 - Present

- Reengineered QIA's procurement operating model into a strategic value enabler supporting enterprise performance
- Built and led a high-caliber Procurement & Contracts Division covering strategy, tendering, administration and supplier governance
- Spearheaded organisation-wide process automation through Oracle Fusion, enhancing transparency and reducing cycle times
- Directed large-scale procurement operations supporting corporate services, facilities, office fit-outs, waste management and strategic projects
- Delivered major national events support including FIFA World Cup 2022, ensuring uninterrupted supply chain performance
- Embedded sustainability principles into procurement strategies and strengthened environmental performance
- Strengthened governance as a Tender Committee member, improving commercial evaluation and decision-making rigor
- Implemented service-level monitoring tools that improved procurement response times, enhanced transparency and boosted internal customer satisfaction
- Provided strategic advisory support contributing to enterprise procurement and governance initiatives

Acting Procurement Manager - Administration Affairs Department

Jan 2018 - Dec 2019

- Oversaw cross-departmental procurement activities ensuring alignment between sourcing strategies and organisational priorities
- Modernised procurement systems and digitised workflows, reducing process redundancies and improving operational efficiency
- Developed analytical tools enabling data-driven vendor selection, spend visibility and risk mitigation
- Strengthened supplier management and contract performance through structured evaluation processes
- Implemented structured supplier performance reviews, enhancing accountability, improving service quality and supporting stronger long-term supplier relationships

Senior Associate Analyst - Administration Affairs Dept.

Jan 2015 - Dec 2017

- Negotiated complex multi-year contracts securing strategic value and cost efficiencies

- Conducted spend analytics and supplier performance reviews improving contract outcomes
- Modernised procurement tools through digital integration enabling real-time insights
- Supported the development of category strategies by conducting market research, risk assessments and supplier capability evaluations

Procurement Analyst - Asset Management Department

Oct 2009 - Dec 2014

- Analysed multi-asset procurement portfolios optimising resource allocation
- Developed financial forecasting models enhancing cost and risk management capability
- Completed CFA and IMC training strengthening analytical and investment-aligned procurement competencies

ENTREPRENEURIAL & LEADERSHIP ROLES

Transind Group

Vice Chairman and Managing Director

Jan 2004 - Present

- Lead a multi-sector business portfolio across FMCG, retail, real estate, logistics, and F&B
- Oversee operations and growth across 65+ retail outlets and regional supply chains ensuring service excellence and customer satisfaction
- Direct and drive commercial strategy, procurement governance and financial stewardship
- Negotiate strategic contracts and partnerships driving profitability and market expansion

Jabor bin Abdulrahman Al Thani Holding

Founder

Jan 2011 - Present

- Provide strategic direction across insurance, FMCG distribution, retail and real estate portfolio
- Lead procurement strategy, negotiations and business development across regional markets
- Champion corporate governance and financial discipline
- Directed strategic expansion initiatives across multiple sectors, securing partnerships and diversifying revenue streams in alignment with long-term growth objectives

Al-Bayan Insurance Broker

Founder and Managing Director

Jan 2011 - Present

- Established and expanded an independent GCC-focused insurance brokerage
- Lead multi-country operations, regulatory compliance and market development
- Build strategic relationships with clients, partners and industry stakeholders
- Drive risk management, financial planning and organisational growth

ADDITIONAL ROLES AND RESPONSIBILITIES:

- Board Member, Aamal (2017 - Present)
- Managing Director, Al Arabi Football Team (2016 - 2019)
- Member, Qatar Businessmen Association (2015 - Present)
- Member, Qatari Classic Cars Club (2014 - Present)

ACADEMICS and CERTIFICATIONS:

Bachelor of Business Administration
 Professional Diploma (Fin. Mgmt. and Banking)
 Certified Financial Assistant
 Leadership program for Managers
 Ethical Leadership
 Transformative Leadership Program
 Member of Chartered Institute of Procurement and Supply
(MCIPS)
 Project Management Professional **(PMP)**
 Certified Intl. Supply Chain Manager (CISCM)
 Investment Management Certificate **(IMC L1 & L2)**
 Certificate in Financial Risk and Regulation **(FRR)**

European University, Geneva, Switzerland
 The Arab Academy for Banking and Finance
 Institute for International Research, Dubai
 HEC Paris, Doha
 Carnegie Mellon University, Qatar
 IMD / QIA, Qatar
 Chartered Institute of Procurement and Supply
 (CIPS), UK
 PMI, USA
 IPSCMI, USA
 CFA Society, UK
 Global Association of Risk Professionals, USA
