

## Yaman AlJundi

Strategic Finance Executive

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Doha, Qatar

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Strategic and entrepreneurial executive who has led an award-winning financial department and startup company. Well-rounded leadership and hands-on financial and commercial experience. Analytical and data-driven approach for continual improvement through a feedback loop. 5 C's – Creativity, Courage, Candidness, Compassion, and Common sense.

Doha Qatar

## **WORK EXPERIENCE**

## **Head of Investor Relations**

**MEEZA** 

07/2023 - Present

Achievements/Tasks

Achievements/ rasks
 Managed post IPO process with regulatory bodies and listed stock

- successfully on the Qatar Exchange with gains in first 2 months
- Conducted 20+ investor meetings following listing
- Increased institutional ownership month on month
- Established IR department and internal governance policies
- Built a pipeline for analyst coverage from three research companies
- Launched quarterly senior leadership meeting

## **Investor Relations Consultant** SISCO

03/2023 - 06/2023

Jeddah, KSA

#### Achievements/Tasks

- Delivered a revamped and well received bilingual Annual Report in under 4 weeks overseeing content, structure, and design
- Managed two financial results disclosures including press releases, analyst presentation, management script, and media briefing -
- Overhauled IR website to include fact sheet, KPIs, historical charts, dividends, to present full equity story
- Conducted research for the board on decision to analyze the impact and risk associated with positioning as operator vs. holding company -
- Developed Arabic content for corporate social media accounts

## Founder/CEO

Controlcast

09/2016 - 12/2022

Amman, Jordan

AdTech Startup

- Achievements/Tasks
- Developed an innovative AdTech business model for the SMB sector
- Launched and iterated programmatic advertising and signage product through agile and customer-centric methodology
- Established sales funnel to acquire 800+ revenue generating clients
- Executed successful digital marketing strategy to generate B2B leads
- Built strategic partnerships with blue-chip brands and media agencies
- Raised six-figure investments to fund company growth

## **SKILLS**

Strategy Investor Relations

Singular Application (Network)

Financial Modeling

Thanagement Accounting

Digital Marketing

## **VOLUNTEER EXPERIENCE**

**Volunteer** Autism MENA

Instructor - Valuation
The Core HTU

## **ORGANIZATIONS**

Institute of Management Accountants

Middle East Investor Relations Association

## **RECOGNITION**

Acceleration Program
Oasis500

Entrepreneur Program
Beyond Capital

Mid-cap and Website - IR awards

Qatar Financial Authority

### **LANGUAGES**

English

Native or Bilingual Proficiency

Arabic

Native or Bilingual Proficiency

### WORK EXPERIENCE

## **Head of Investor Relations**

Vodafone Qatar

10/2014 - 06/2016

Doha, Qatar

#### Achievements/Tasks

- Increased investment coverage and trading volume by building a compelling equity story and revamping the IR website
- Highlighted financials results and strategy to investors and media
- Advised the board on shareholder performance through quarterly reports on key financial indicators, stock performance, and dividends
- Managed the Company's Annual Shareholder Meeting to approve new board resolutions and dividend payout
- Transformed the Company to adopt Sharia Compliance to secure a billion dollar murabaha loan and complied with quarterly Sharia audit
- Eliminated past penalty fees by achieving 100% compliance with statutory requirements of the financial exchange and regulator

## Financial Controller

## VTel Holdings

06/2012 - 10/2014

Amman, Jordan

#### Achievements/Tasks

- Cut monthly financial consolidation exercise to 2 days by standardizing group financial reporting
- Reduced operating and capital expenditures through strict budget and financial control policies for subsidiaries
- Integrated the Group's annual budgeting and business planning exercise to reduce time and align financial targets
- Enhanced enterprise value by millions through valuation exercise of company's licenses
- Slashed monthly cash burn by successfully exiting from troubled portfolio assets

## **Investor Relations Manager**

e& Group (Etisalat)

06/2010 - 05/2012

Abu Dhabi, UAE

- Achievements/Tasks
- Increased Company transparency and investor access to increase equity coverage and research
- Added insights to presentation content for year-end results, analyst meetings, investor conferences, and earnings releases
- Produced the Annual Report and prepared the credit rating book to prop up Company's premium credit rating
- Built business case and valuation model to support telecom tower asset sale and leaseback to optimize Nigerian subsidiary opex

# Financial Analyst / Strategic Program Manager Zain Group

05/2005 - 06/2010

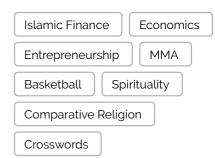
Kuwait | Bahrain

- Achievements/Tasks
- Advised the executive management committee on company's financial performance against peers and industry
- Consulted for Group Treasury and publicly-listed portfolio companies (purchase price allocation, prospectus for capital increase and Murabaha loan, Annual Report)
- Developed a portfolio of strategic initiatives with McKinsey to increase customer acquisition, cost efficiency, and new revenue streams
- Measured the financial impact of the Group's strategic initiatives to prioritize resources and achieve Group's \$6bn EBITDA target
- Maintained the accounting books and consolidation for Group SPV

## SUPPORTED CAUSES

Autism Awareness

## **INTERESTS**



## **WORK EXPERIENCE**

## Research Analyst

Arab Advisors Group

09/2003 - 04/2005

Amman, Jordan

- Achievements/Tasks
- Established direct relationships with regional operators, regulators, and ministries to access and compile data in the telecom markets
- Authored 20+ research notes and 6 full-length country and sector reports detailing industry trends and indicators
- Delivered consulting projects and feasibility studies in KSA and Jordan including regulator spectrum allocation

## **CERTIFICATES**

Certified Management Accountant (CMA)

## **EDUCATION**

O MS Finance

DePaul University

**BA Business Administration** 

University of Florida