



Yaman AlJundi

Strategic Finance Executive

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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.

WORK EXPERIENCE

Head of Investor Relations MEEZA

07/2023 - Present

Doha, Qatar

Achievements/Tasks

- 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

Leadership

Business planning

Strategy

Investor Relations

Financial Analysis

Valuation

Financial Modeling

Growth

Management Accounting

Business Development

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

Islamic Finance

Economics

Entrepreneurship

MMA

Basketball

Spirituality

Comparative Religion

Crosswords

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

○ MS Finance DePaul University

○ BA Business Administration University of Florida