

Executive capturing high growth in complex market conditions through bottom-up strategy and analytical approach. Fuses financial and insurance background with expertise in FSA, Lloyd's, and Qatar markets to establish top-quality organizations and governance integrity. Excels in operations leadership, business development, startup ventures, restructures, outsourcing, and M&A activity.

- Led startup of regional liability underwriting unit, driving revenue from 0 to £80M in three years; built 55-person staff and established competitive business portfolio.
- Revitalized NNNNN Group, creating discontinued business unit to address \$500M in outstanding liability products and facilitating structure change; transformed company into two trading platforms to manage European commercial lines as well as major international accounts.
- Catapulted startup to £1.7M in seven months, gaining competitive stance in Lloyd's market and advising two companies through management buyout from a large holdings group and subsequent operational transition.

Entrepreneurial Leader heading and finalizing large-scale efforts to expand competitive positioning, profitability, and market capitalization. Offers pioneering industry success through continuous innovation, best practices, and change management.

- Launched new insurance vehicle for multinational underwriting firm, obtaining the fastest Financial Services Authority (FSA) approval in nine weeks with A-rating; interfaced with regulatory and rating agencies and identified business targets.
- Executed successful flotation of insurance company on Alternative Investment Market (AIM), boosting organization to £130M in market capitalization; efforts considered largest startup in AIM history at the time (2002).
- Orchestrated business, regulatory, sales, and reporting strategies for new application, presenting plans to the Qatar Financial Centre Regulatory Authority (QFCRA); positioned company as first retail broker to gain QFCRA approval.

————— **Bachelor of Science-Economics** | University of BBBB [UK] —————
————— **Chartered Accountant (CA)** | Institute of Chartered Accountants —————

PROFESSIONAL OVERVIEW

Director, General Insurance | NNNN NNN Brokers LLC 2007-Present

- Established and currently heads general insurance division for the largest Independent Financial Advisor (IFA) in the Middle East; oversees daily operations, business planning, and eight-person team. Doubles as general manager for Abu Dhabi region.
- Identified and qualified insurer partners to build product portfolio targeted towards niche markets; division is currently on track to reach breakeven in 2009 despite significant economic and market downturn.
- Author's weekly column in *Gulf News*, addressing insurance and financial advisory issues; selected as guest speaker for the Gulf Health Insurance Conference as well as interviewee on Dubai Eye radio following desert storms in 2008.

Chief Executive Officer | MMM MMM Company Limited 2004-2006

Managing Director | MMMM Underwriting Limited

- Engaged to launch regional management liability underwriting business for MMMM Group as a Lloyd's of London service company, building and overseeing 55-member organization and holding P&L accountability.
- Led implementation of state-of-the-art software, positioning company as first to trade and share management liability products through XML.
- Orchestrated business plan and headed successful startup of MMMM Insurance Company Ltd in 2006 for parent company.

Finance Director | PPPPP Group plc 2002-2003

- Co-developed marketing strategy, branding approach, and business plan for FSA-regulated insurance company in preparation for successful flotation in 2002.
- Built business to 40 personnel with £26M in profits, negotiating business process outsourcing (BPO) and IT supplier contracts and establishing full back-office operations; company was acquired for £156M by BRIT plc.

Director | LLLL KKKKK Capital Markets 2001-2002

- Rolled-out division specializing in capital fund-raising for insurance businesses in the Lloyd's and FSA markets; sparked £1.8M in startup revenue.
- Facilitated \$500M sale of City Fire (UK) to Aspen Re (Bermuda) as well as €20M sale of a Lloyd's syndicate (HHHH) to CLAL.

Service Division Director | RRRR Managing Agencies Limited 1999-2000

- Initiated firm focused in management/financial services as a Lloyd's captive manager, consulting companies in Lloyd's market through management buyouts, acquisitions, and operational change management.

Additional Experience:

Insurance Operations Director | SSSSSS Group ✉ **Managing Director** | VVVVV KKKK Corporate Ltd., 1995-1999
General Manager | TTTTTT SSSSS Services Ltd. ✉ **Senior Auditor** | QQQQ & AAAAA, Prior to 1995