# Tarek Mourad Zohny

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**Career Objective**

Looking for an opportunity to transition from my traditional professional experience into a more exciting field and organization.

**Education**

Successfully completed the Jack Mountain Wilderness Bushcraft Immersion Program. One of the leading Schools in the US for training outdoor guides. Maine, USA. March-September 2015.

Bachelor of Arts in Political Science with a Specialization in International Law, the American University of Cairo, Cairo, Egypt. Graduated Spring 2005.

Canadian high school diploma, Queen Elizabeth Secondary, Surrey, British Columbia, Canada. Spring 2000.

**Work Experience**

**Sales and Project Management,** Z Concept, June -September 2016 (Part Time)

* Brokered real estate investments on both the individual as well as the commercial level.
* Followed up on the progress being made to renovate different projects.
* Assisted with content for launch of new website.

**Skydiving Coach,** Skydive Dubai, January-May 2016 (Part Time)

* Coached new skydiving students transition into the group stage of skydiving.
* Assisted with first jump ground school.
* Assisted with AFF ground work.

**Sales Trading**, GFI Securities, April 2011 - November 2014

* Helped build and maintain the trading desk that covers Western institutions on the sell side for the MENA markets.
* Consistent client visits to keep face to face time frequent and pitch new ideas.
* Traded significant daily volumes across MENA for sell side Western institutions.
* Assisted our settlements team in London with familiarizing themselves to the different MENA settlement cycles as these markets were completely new to them.
* Published trading ideas and market views to both Traders and Portfolio Managers to increase business and client loyalty.
* Wrote start of day and end of day notes to clients covering news and views on both local and international markets as well as the geopolitical situation.
* Part of the team that initiated trading on Russian equities.
* Setup agreements with various local brokers across MENA for reduced rates.

**Sales Trading**, EFG-Hermes, May 2008 - March 2011.

* Covered Western institutions both buy side and sell side with a focus on the former in the last two years.
* Traded significant daily volumes for buy side clients in all of the MENA markets as well as the GDR market, often dominating MENA market share.
* Published trading ideas and market views to both Traders and Portfolio Managers to increase business and client loyalty.
* Coordinated with sales and research teams in managing client expectations and development.
* Hosted client conferences and made visits for increased face to face time with clients.
* Initiated and developed relationships with Western buy side clients.
* Coordinated with other desks in the firm to conduct block trades.
* Assisted with book building during IPOs.
* Wrote morning notes to clients covering news and views on the markets and political environment.
* Beta tester for the setup of the in-house Order Management System.
* Coordinated with client and client IT departments as well as the in house IT team to launch Direct Market Access through locally licensed operations.

**Management Trainee,** Jumeirah Bab al Shams, Dubai, January 2006 – July 2007.

* 7 months in Front Office operations.
* 6 months in Event Management.

**Summer Intern,** IBM, Dubai, summer of 2002.

* Contacted business partners about contract discrepancies.
* Learned a specialized database system and ran the local database.

**Extra Curricular Activities**

**Model United Nations**

Participated as a judge in the International Court of Justice.

**International Student Leadership Conference**

Debated a variety of socio-political issues.

**International Student Alliance**

Organized Committee for international relations.

**Leadership Camp**

Directed Leadership Camp in Junior High School. Participants were given the opportunity to experience team oriented competition and goals.

**Skills**

* Fluency in both Windows and Macintosh operating systems.
* Fluent with MS Office.
* Fluent in English
* Fluent in spoken Arabic, proficient in reading and writing.
* Strong interpersonal skills due to almost a decade with front office experience.
* Ability to deal with pressure and deadlines while maintaining high standards of delivery.
* Problem solving ability developed out of settlement issues between western and MENA banks.
* People management skills in high stress situations born from my outdoor guide training.
* Certified skydiving Coach.
* Certified rescue diver. (SCUBA)+

**Job Seeker First Name / CV No: 1837404**

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