**Haji**

**Nationality: British**

**Email:** **haji.368341@2freemail.com**

**Profile:**

I am an ambitious post-graduate with a master’s degree in Financial Markets Analysis, that has worked in key finance and physical trading management roles, with excellent organisational and interpersonal skills. Through my experiences I have become focused, highly versatile, and flexible in my professional approach. I have drive and initiative with the ability to work in a challenging environment, and an individual that is confident and self-motivated. Along with my strong work ethic and personality, I feel these qualities are well suited to your organization.

**Key Skills:**

* Ability to build excellent working relationships
* Strong rapport with clients
* An engaging personality and presenting skills
* Excellent communication and analytical skills
* Strong negotiation skills
* People person with strong leadership skills
* A deep interest in financial markets
* Fluent speaking and reading in Arabic and Swahili

**Academic History & Professional Qualifications:**

* **City and Guilds Leadership Studies Level 4** – London, United Kingdom 2011
* **Association for Project Management Introductory Cert.** –London, United Kingdom 2011
* **Communication Studies Diploma.** –Thames Valley University London, United Kingdom 2010
* **MSc Finance Markets Analysis –** University of Hertfordshire Hatfield, United Kingdom 2008-2009
* **BSc Honours Mathematics**: University of Hertfordshire – Hatfield, United Kingdom 2005-2008

**Career History**

***Rightway Global Enterprises FZE (Sharjah and Dubai, United Arab Emirates)***

***Physical Oil Trader March 2012 – Present***

The role involved physical commodity trading, tracking market direction and making quick decisions on buy or sell orders. I closely analysed daily activities of other trade firms and monitored markets in order to determine month ahead forecasts. Being a small firm I worked closely with the CEO on all areas of business development. I was also responsible for managing client relations and product development. Other tasks involved offering consulting services to clients aiding them in development of their own forecasts and from time to time would provide investment advice on trading oil on exchanges.

***WGA (Manama, Bahrain)***

***Relationship Manager February 2010 – February 2012***

Worked to seek new opportunity for the private equity firm. The firm aimed to provide financial sponsorship to those clients that met their criteria. A typical day would be spent researching potential opportunities online with an aim to set up meetings. It was at these meetings I learnt to explain complex information under pressure with clarity and simplicity. Working on demand for the CEO, the role was not limited to the above but also had me writing feasibility reports for smaller projects the company was interested in embarking on.

***London College of Music (London, United Kingdom)***

***Financial Analyst January 2009 – January 2010***

I was responsible for the day-to-day accounting at the LCM as well as aiding in the implementation of an improved accounting system, through work in MS Excel and various programing languages. I also took part in improving financial status by analyzing results, monitoring variances, identifying trends, recommending actions to management, reconciling transactions by comparing and correcting data, maintaining database by entering, verifying, and backing up data. My role allowed me to lead projects, such as increasing productivity by developing automated accounting applications, and coordinating information requirements.

***Cuttlefish & Marine Resources Limited (Adan, Yemen and London, United Kingdom)***

***Account Manager December 2005 – November 2008***

My Responsibilities included the acquisition of new business through searching for and negotiating with clients, also for the purchase, overseeing production and shipment of stock. I was also in charge of Implementing and maintaining the companies database system. I was also in charge of translating and preparing contracts for clients. This is where I was able to gain a complete view of the business operation, to plan and execute methods for improving the efficiency of the whole business. While working for Cuttlefish & Marine Resources I was given numerous opportunities to present in an extremely professional environment to prospective clients, which was part of the role I enjoyed the most.

***Specialist Area of Expertise***

Corporate Finance, Developing Standards, Quality Management, Problem Solving, Process Improvement, Cost Accounting, Statistical Analysis, Financial Planning and Strategy, Reporting Research Results, Requirements Analysis.

**References: Available on request**