

SAIF MOHAMMED AL-SAIF

Riyadh, P.O. Box 2465 Riyadh 13515-7342

+966558527744 alsaifsm@gmail.com

PROFESSIONAL SUMMARY

Over 22 years of experience in Banking and Real Estate within regional and international organizations. During my career I have a solid network within mainly the Saudi market of high net worth individuals, family offices and financial institutions where I was involved in Banking, Wealth Management and Real Estate transactions.

PROFESSIONAL EXPERIENCE

AlAjial Holding

Investment Director, KSA

Jun 2023-Present

- Co-Develop and Direct strategy of KSA Investments with the objective to maximize returns for the shareholders; By optimizing the current portfolio through the exploring the best exit avenues of underperforming investments and strengthening performing ones and by investing into more performing assets to increase overall portfolio profitability.
- Collaborate with CIO in projecting future financial needs for the KSA Investments arm.

- Formulate and propose investment schemes and present them to the CIO.
- Apply strategic qualification criteria to assess prospect investments.
- Analyses results of investments and forecasts, submits reports to the management for proposal and approval in accordance with the approved policy.
- Perform risk planning and iterative SWOT-PEST analysis for promising new opportunities and existing projects.
- Negotiates contracts with outside vendors for property management work according to budget.
- Monitor the performance of all KSA real estate assets within the portfolio and perform analysis to gather insights and propose suggestions and recommendations.
- Be the counterpart for Capital Management firm in charge of all equity investments.
- Monitor Capital Management performance and analyze its reports for suggestions and recommendations.
- Actively seek new opportunities for investment within the KSA with promising rates of return.
- Consolidates the data for portfolio presentation for top management, that provides an overview of the financial status of all assets and operations while identifying possible improvements that increase returns based on analysis and market industry trends.

SAIF MOHAMMED AL-SAIF

Audi Capital Senior Wealth Manager

**Aug 2022-May
2023**

- Ongoing business development and sourcing senior wealth management accounts.
- Responsible for managing all large accounts on behalf of the firm, this includes ongoing relationship management with senior accounts (VIPs, etc).
- Work closely with the Products Development team to customize attractive solutions and offers to senior accounts.
- Ongoing engagement with the market, including real estate and equities.

SNB Capital (*post-merger with Samba Capital*) Senior Manager Wealth Management

Jul 2021-Aug 2022

- Continued the same role of Samba Capital but under a larger scale once the merger between NCB and Samba created SNB Capital.
- Transfer of knowledge and contacts from Samba Capital to SNB Capital.

Samba Capital Senior Manager Wealth Management Officer

Jan 2021-Jul 2021

- Ongoing business development and sourcing senior wealth management accounts. Responsible for managing all large accounts on behalf of the firm, this includes ongoing relationship management with senior accounts (VIPs, etc).
- Work closely with the Products Development team to customize attractive solutions and offers to senior accounts.
- Ongoing engagement with the real estate and equities markets.

Samba Capital Senior Manager Client Relation

**Jun 2014-Dec
2020**

- Responsible for maintaining ongoing relationship VIP and high priority clients.
- Responsible for all Central Province clients, this included opening accounts, increasing their investment in Samba Capital's products (Real Estate, Equities, and various other products).
- Following up with the sales team and monitoring sales and budget targets.

SAIF MOHAMMED AL-SAIF

Tiraz Al Arabia General Manager

May 2013 - Feb 014

- Day to day management of the company.
- Working closely with the Board of Directors on business plans and various corporate development matters.
- Active participation in the Saudi real estate market.
- General Residential Real Estate Development in Riyadh.

Jadwa Investment Brokerage Sales Officer

Mar 2007-Apr 2013

- Preparation of Brokerage sales Business Plan.
- Surveying the market for new openings.
- Evaluate the existing clients on monthly basis by submitting a regular report to the management to update them on our client's status, transactions, etc.
- Train the newly hired staff.
- Prepare the potential customers list and visit them regularly to present Jadwa's new products.
- Setting up the sales targets for the brokerage team.
- Responsible for all large brokerage accounts and VIP clients.

Addax Investment Bank - Bahrain Placement Representative

Sep2006-Mar 2007

- Given my solid relationships in the Saudi market, I was recruited as part of Saudi Placement team, working closely with Product Development team to offer investors attractive investment products and to cross-sell Addax Bank investment opportunities to my investors data base.
- Responsible for all Eastern province clients, in terms of opening accounts and increasing their investment allocation with Addax Bank.

SAMBA Financial Group Local Shares Broker

Jun2003-Apr2005

- Execute from 200 to 250 dealing orders daily.
- Review and initial dealing report for accuracy.
- Verify customer signature on documents.
- Verify identity of telephone customers.

Saudi British Bank Local Shares Broker

Jun2000-Apr2003

- Worked mainly with operation team, which I was responsible to verify the local transactions and back it up with a daily report to the Head of Local Shares.

SAIF MOHAMMED AL-SAIF

NCCI
Sales Representative

Jun1997-May1998

- Assisting customers with their needs with the insurance policies.
- Did NCCI's regular rotation program in order to get familiarized with different units within the firm.

EDUCATIONAL BACKGROUND

Diploma in Business Management, February 2023
King Abdulaziz University

Capital Market Examination 1 ("CME 1") License, 2009