

# Mohammad Alnahdi

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## Education

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### High diploma in Information Technology and Networking (IPA)

June 2007

Institute of Public Administration | Riyadh, Saudi Arabia

### High school in Natural Science (KFS)

September 2000

King Faisal School | Riyadh, Saudi Arabia

## Experience

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### DAMIN INSURANCE BROKER—Riyadh, Saudi Arabia

Sep 2017– Present

**General Manager.** Creating and leading a team of mixed talented working partners to achieve the board goals and creating a healthy environment for all members to thrive in.

- Establishing the company and creating a steady growing portfolio of mixed business (Motor, Health, General insurance policies).
- Creating an online platform and ranked number 3 in the Kingdom of Saudi Arabia ([www.gonsure.com](http://www.gonsure.com))
- Reaching our goal and broke even the company with a holding portfolio of 51M after 3 years of operation.
- Comply and obtain all SAMA licenses needed to operate legally in the Kingdom of Saudi Arabia.
- I am responsible of all financial expenses, sales, online platform, creating/develop business plans according to the board vision.
- Creating policies and procedures of the company to be in line with Saudi labor law and SAMA regulations.

GoNsurre Project – our online aggregator platform which is linked via API connections with all insurance companies in the Kingdom.

- (4) direct reporting staff members including (4) managers, (3) analysts and (10) support staff
- Our budget and profits are highly confidential and could not be shared.

### YALLA COMPARE- Dubai, UAE

Aug2016 – March 2017

**Country Manager (KSA).** I was responsible to establish the company in KSA in order to be leaders in the online aggregator field.

- Establishing connection with SAMA and present the company business plan to them.
- Comply with Saudi law in order to open a branch for the company in Riyadh.
- Creating a full study of the Saudi market in the insurance field and creating a business plan to enter the market.
- Establishing contact with all Insurance companies in the kingdom and present our solution to them.

### ELITE INSURANCE BROKER - Riyadh, Saudi Arabia

May2015 – May 2016

**Acting Regional Manager.** Creating and leading the sales team to achieve annual targets according to the business plan.

- Creating the sales team in the Western region and lead them to reach our sales targets.
- Handle the day-to-day operation of the broker.
- Creating a portfolio of 12M (new business) which resulted in profits for this particular region after 3 years of registering losses.

**Protection and Commercial Product Manager.** Creating business plans to develop the products sold through our sales team.

- Analyzing the product position in the insurance market and creating a pleasant customer journey.
- Generate new leads for the sales team and expanding our relationships with companies.
- Obtain necessary sign offs on business plans from the concerned departments.

**ALNAHDI HOLDING COMPANY** - Riyadh, Saudi Arabia

Jan 2002 – Present

**Board Member.** Review quarter reports and suggest new ideas to develop the business. Also leading projects that have high potential of growing the company in the Saudi market.

- Coming up with the idea of safe wrap (wrapping traveler's bags in the airports)
- Develop policies and procedures and implementing SAP system.

Safe Wrap Project – it is a service provided in airports to wrap traveler's bags and make them safe while traveling by plane.

- (2) direct reporting staff members including (2) managers, (2) analysts and (600) support staff
- Our budget and profits are highly confidential and could not be shared.

## Additional Information

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### Courses:

- IFCE
- IPHR
- ISO 9001-2015

### Achievements:

- Harley Davidson road captain.
- Scuba diving instructor.
- First Aid instructor.
- Swimming instructor trainer.
- Founder of Professional Zone LLC derived out of the personal passion to the marine life.

**Work Authorization:** Riyadh, all GCC countries.

**Languages:** Arabic (native), English (proficient).

**Martial Status:** Married/ 1 child.

**Certifications:** upon request.