|  |  |
| --- | --- |
| **FARES E. HAYEK**Phone 974 50 750 470Doha - Qatar fares\_hayek@yahoo.com |  |

***EXECUTIVE PROFILE***

High Impact Corporate Executive with a proven entrepreneurial record of accomplishment delivering development solutions and building organizations geared to sustainable and consistent revenue growth.

***OVERVIEW***

* Performance-driven Corporate Executive with specific expertise in the construction, trading, property management, management consulting, NGOs and services environments.
* Launched and managed multi-million dollar enterprises in the Middle-East, Africa, Venezuela and the USA with several hundred staff.
* Managed local and multinational corporations as well as large established family owned businesses.
* Strong change agent, strategic thinker and innovative motivating leader.
* Excellent management & project management skills, with great communication, interpersonal and analytical skills.
* Proactive problem-solver, with superb planning and coordination and advanced organizational skills.
* Trustworthy and reliable business advisor, mentor and consultant with commendable ethics.
* Adept of systems and procedures, management by objectives and corporate governance.

***FUNCTIONAL AREAS OF EXPERTISE***

* Business Strategy.
* P&L ownership & management.
* Corporate Risk Management.
* Structuring and managing diverse and complex organizations.
* Restructuring and turnaround initiatives.
* Corporate performance.
* Corporate governance.
* Mergers and acquisitions.
* International business development.
* Cross functional team development and management.
* Budgeting & Total cost management.

***PROFESSIONAL EXPERIENCE***

***Business Advisor*** *(July 2014 – Present)*

Self Employed – Beirut/Doha

* Business Development
* Strategic Planning & Investments
* Corporate Risk Management
* Standard Operating Procedures
* Legal and Corporate Affairs
* Management of Change
* Corporate Restructuring, Development and Management

***Director for Corporate Strategy & Initiatives*** *(2010 –2014)*

International Mechanical and Electrical Company (IMECO) – Abu Dhabi

*General Contracting for Oil & Gas and Government sectors – 750 staff members and 8,300 workers with a turnover exceeding 800 million AED.*

* 5 Years Strategic Plan, business plans and budgets for Key Business Units.
* Key Performance Indicators and process improvements.
* Reorganization and management of the Support Services Office.
* Performance-Based Incentive Scheme for Site Projects Management and for Key Business Units.
* Review of QHSE SOP’s.
* Camps Management Manual and an Employee HR Manual.
* JD Edwards ERP system implementation.
* Due diligence.

***Management Systems Director*** *(2007- 2010)*

Robust Contracting Dubai llc - Dubai

*Civil Engineering Contracting –* *2,500 staff members and 11,000 workers with a turnover exceeding UAE 1 billion Dirham.*

* Procedural review of workflow and modus operandi
* Review and analysis of existing monitoring and control systems.
* Generation of an integrated Standard Operating Procedures manual.
* Preparation of a QA/QC Manual.
* Headed the ICT Department
* Implementation of the Oracle based ERP system and modules.

***Operations Manager*** *(2001-2006)*

Prestige Properties of Jacksonville l.l.c. - USA

*Real Estate Development, Construction and mixed use real estate Property Management.*

* Maximized and maintained an average occupancy rate at 92%.
* Time to re-let empty property maintained at an average of 6 weeks.
* Reduced Rent Debt Arrears by 60%.
* Established and implemented a year-round preventive maintenance program.
* Introduced Web Based Tenants Requests and Comments software.

***General Manager*** *(2000-2001)*

Money Transfer Express c.a. – Venezuela

*Financial House.*

On a term contract basis:

* Established throughout Venezuela a *Western Union®* network owned by a local Banking Group.
* Five major local and international banks with 400 service points.

***General Manager*** *(1993-2000)*

Information System Group s.a.r.l. - Lebanon

*Management Consulting.*

* Management of Change
* Business Process Re-engineering
* Corporate Restructuring
* Project Management
* Human Resources Management

***Group General Manager*** *(1988-1992)*

United Development (Holding) Company s.a.l. - Lebanon

*Diversified Fields of Activity.*

* Strategic, financial and operational corporate leadership of a holding group net worth of $800 million, 23 subsidiaries, over 300 staff.
* Full P&L ownership, legal and regulatory compliance, corporate governance.
* Turn-around of 5 subsidiaries’ P&L.
* Invested in new ventures and joint-ventures and expanded activities to new regional markets.

***Project Administrator*** *(1985-1988)*

World Bank, NECFISH Project - Djibouti

*Scientific & Commercial Research Project.*

* Administrated a World Bank/FAO funded 14 million US$ research project assessing pelagic fish in the north east coast of Africa.
* Coordinated the activities of two Scandinavian trawlers/purse-seiners and a research airplane.
* Conducted a marketing analysis of the Lebanon, Cyprus and Egypt markets.

***EDUCATION***American University of Beirut - School of Business Administration.

B.A. in Business Administration with focus on Management, June 1979.

***LANGUAGES***Fluent in Arabic, French and English, fair in Spanish.