



Mohammed Balsharaf

Chief Executive Officer at Balsharaf Group

As the Chief Executive Officer of Balsharaf Group, I lead international investment opportunities with a focus on the Middle East and North Africa region. I manage more than 1200 employees and \$200 million in revenue. I have a penchant for building information technology capacity for corporations and business areas. I am an avid reader and I believe in learning consistently for advancing my knowledge.

✉ balsharaf@hotmail.com

☎ +966 505 408 771

🌐 [linkedin.com/in/mohammed-balsharaf-8360b9141](https://www.linkedin.com/in/mohammed-balsharaf-8360b9141)

WORK EXPERIENCE

Chief Executive Officer Balsharaf Group

2007 - Present

Riyadh, Saudi Arabia

Multinational group diversified in distribution of FMCG, logistics, export, and manufacturing businesses. (www.balsharafgroup.com.sa; www.salaselemdad.com; www.wafra-intl.com; www.mabsolutions.me; www.exaltigt.ae)

Key Achievements

- Developed and mentored team of professionals to steer Balsharaf Group's businesses to achieve corporate goals and long term strategy.
- Effectuated family governance programme.
- Implemented infrastructure improvements and achieved a higher degree of automation through technological advancements to deliver better productivity, efficiency and bottom line.
- Accomplished debt restructuring for the Group with buy-in from the banks and stakeholders.
- Managed international investment portfolio exceeding \$100 million.
- Enacted the organization's corporate restructuring plans and managed change for smooth transitioning to a new, ever-evolving organization.
- Notable international achievements include the distinguished representation of the Ulker brand; as well as the Guinness Book of World Records achievement for Al Wisam in 2004.

Chief Operating Officer Balsharaf Group

2004 - 2007

Riyadh, Saudi Arabia

Achievements/Tasks

- Lead the team effort for the organization's 5-year strategic corporate plan.
- Delivered and maintained 15% annual growth for the company.
- Improved gross margin performance by 6% in two years.
- Developed the international investment division with a focus on industrial projects.
- Established the processes and procedures for the Audit and Human Resources divisions.
- Improved corporate receivables by 40 days in three years.

SKILLS

Business Strategy

Negotiation & Arbitration

Family Governance

Coaching & Mentoring

Financial Restructuring

Team Development

Change Management

Conflict Management

MEDIA AND PUBLICATIONS

Video

#Moment with Mr. Mohammed Balsharaf

22/01/2020

Makarem Al Akhlaq Association

<https://youtu.be/JFRQ5oC5mRo>

EDUCATION

MSc in Project Management

The George Washington University

1997 - 1999

Washington D.C., United States

BSc in Information and Computer Sciences

King Saud University

1993 - 1997

Riyadh, Saudi Arabia

CONTINUED LEARNING

Art of Successful Negotiation
(11/2018 - 11/2018)

Harvard Law School

Finance for Non-Finance Executives
(09/2017 - 09/2017)

Imperial Business School

Managing Key Accounts Masterclass
(12/2002 - 12/2002)

Institute for International Research

WORK EXPERIENCE

Director of Information Technology Balsharaf Group

2001 - 2004

Riyadh, Saudi Arabia

Achievements/Tasks

- Restructured and revamped the IT Division.
- Implemented MIS system for the organization.
- Developed and streamlined business reporting system.

Senior Consultant Arthur Andersen

2000 - 2001

Riyadh, Saudi Arabia

Arthur Andersen, later renamed Andersen, is one of the world's largest accounting firms, performing tax and financial consulting for customers worldwide.

Achievements/Tasks

- Developed a 'Policy & Procedures' operation manual for an automobile business in Saudi Arabia.
- Implemented Oracle Financial Analyzer (OFA) for Saudi Telecom Company (STC).
- Developed and delivered an employee training program to prepare yearly budgets.

Associate Program Manager Teligent Systems

1999 - 2000

Virginia, United States

Teligent is the technology leader in advanced RF and mixed-signal semiconductors for ultra-low power, high performance, and small footprint designs.

Achievements/Tasks

- Supported the IT application team to implement and maintain new applications.
- Assessed and reviewed hardware needs of all projects and managed the purchasing operations.
- Documented IT processes and procedures.
- Served as a Division Coordinator for IT applications and IT operations.
- Developed a database to track hardware purchasing.
- Team member of the Y2K compliance project.

INDUSTRY KNOWLEDGE

FMCG Distribution

Supply Chain & Logistics

Retail

Manufacturing

Real Estate

Export

LANGUAGES

English

Full Professional Proficiency

Arabic

Native or Bilingual Proficiency

BOARD MEMBER EXPERIENCE

Board Member PET Egypt

2012 - 2014

Egypt

Tasks/Achievements

- 42% shareholder, handling compensation and benefits.
- Engaged in complete business strategy, development, and expansion of the business.
- Supervised manufacturing and distribution functions and provided advice about sourcing options, managing production costs, and packaging.
- Devised strategy in terms of investment, product lines, and pricing.
- Identified new product lines and procurement criteria.
- Managed vendor selection, approval, and capacity needs.
- Reviewed budgets and ensured consistency in operations.

Board Member Hi Food - Ulker

2008 - 2014

Egypt

Tasks/Achievements

- Engaged in company operations and attended quarterly board member meetings.
- Reviewed financials and ensured consistency with company budgets.
- Supervised the technical team.
- Coordinated sales and demand based on market information and research.
- Identified new product lines for investment, and oversaw the complete manufacturing and distribution of the same.

Board Member Al Ahli Tahkafu

2007 - 2011

Saudi Arabia

Tasks/Achievements

- Member of the audit committee.
- Reviewed the company financials and ensured accuracy and completeness of the reports.
- Identified misstatements in reports and followed-up on the correction procedure.

Board Member Metrotech

2006 - 2018

Egypt

Tasks/Achievements

- Member of Audit committee, engaged in quarterly meetings, represented a major shareholder.
- Ensured transparency and accuracy of financial statements.