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Profile

- A proactive manager with independent judgment and organizational ability to direct investments and portfolio management with emphasis on pension funds' Investments best practices.
- A graduate from the University of Southern California, Marshall School of business, with concentrations in finance, investment, and management; Class of 1988.
- A graduate from Bank of America preferred banking training program Nov. 1989. (14 months training program).
- A seasoned Investments Manager experienced in establishing in originating and developing, business relationships, as well as refining investment methodologies, policies, and financial products; domestic, regional, and international.
- A total of 32 years postgraduate exposure and work experience; Experience includes originating, refining and upgrading strategic investment methodologies and portfolio management for the pension fund of the Social Security Corporation,(the Investment Unit).
- Made excellent investment judgments and recommendations such as the vital importance and entry of the S&P 500 index and purchase of gold to mitigate the Portfolio Risk Exposure. Recommended various other individual investments such as the purchase of Gold position , Nestle in 2009, S&P 500 and Potash stock in 2005.
- Responsible for transferring the Funds of \$2.2 Billion at the inception of the fund in 2003 and still employed at the same fund which reached \$10.5 billion 12 years later.
- Committee member for the articulation of supplementary pension law, internal investment committee, HR committee, and chaired many other committees.

Employment

Social Security investment Fund: January 2015- present. Advisor to the Chairman of the Fund. Performing various essential high level tasks; such as but not limited to studying the performance of other world renowned funds, attending certain workshops and special assignments. Reviewing the actuarial study. Suggesting exit strategies for special illiquid investments. Meet up with funds' investment directors and upgrading investment strategies and methodologies. Organizing and corresponding with the International Social Security Association and Organization of Economic Co-operation and Development. Meet up with professional investment bankers, investment consultants, and investment experts on the behalf of the chairman and to represent the Fund.

Social Security Investment Fund: September 2013 till Dec 2014

Director of Private Equity and Project Finance Department.

Originating and evaluating private equity investments, strategies and policies, mainly for mega infra-structure projects.

Evaluated, assessed, developed and managed the actual investment portfolio of private equity investments. Supervised and managed an Investment team of six professionals 3 of whom were department heads. Responsible for all aspects of maintaining and growing a \$ 200 million portfolio. This included the policy setting and valuation of new potential investments and evaluation of current investments including but not limited to developing investment policies, methodologies, and strategies. Chaired and served on numerous investment committees. Along with the team, screened, studied, many investment proposals; some of which were approved.

Social Security investment Fund: Nov 2007 – August 2013

Acted as strategic Investment advisor and researcher for the Director General of the Social Security Corporation and the Investment Chairman. Assisted the director general (Dr. Omar Al Razzaz) at his responsibilities towards chairing the Technical Investment Commission. (TC. INVEST)at ISSA.

Contributed towards the investment triennium, a 3 year project, by actively selecting and researching investment topics ; **Assets Swap, Performance Bench Marks and Corporate Governance.**

Represented Social Security Corporation in many professional Seminars and Investment Conferences especially at ILO, Geneva including the investments steering committee and Bureau meetings. Chaired the e newsletter team which posts an electronic Publication at the Social Security Portal.

Researched investment methodologies, policies and strategies including Hewitt balanced score card policy and procedure. Advised chairman on various critical tasks upon request.

Social Security Investment Fund (2 POSTS)

Finance, Administration; Director , and Investment Development Director - December 2002 until Nov. 2007

- Helped establish the social security investment unit in Jordan along with the commission chairman and the Chief Executive Officer.
- Was responsible for the actual transfer of the fund; JD 1.68 Billion or \$2.366 billion of the social security. The fund now is currently over JD 5.4 Billion around \$ 7.7 billion.
- Chaired the committee that wrote the internal by laws for the unit.
- Chaired the first strategic planning committee for the fund.
- Chaired the first Human Resources committee and was responsible for recruitment.
- Recruited over 25 professionals to help manage the fund.
- Reported directly to the chairman of the commission.
- Privileged with A-status signature Authority.
- Originated and developed new investment opportunities and new methodologies to seek and seize such opportunities.
- Studied & analyzed the feasibility of many investment proposals and programs.

- Participated in setting up and reviewing the investment methodology policy & strategy of the Investments Depts.

**UNITED BUSINESS MACHINE.UBM.COM WWW.UBM.COM.JO
(March 2002-Dec. 2002)**

A Business Partner for IBM, J.D. Edwards, World Pay, Lotus, Diebold, and Cisco Systems

ERP Vonstracts & Projects Manager

Assure the existing ERP/JD Edwards contracts are fulfilled and new contracts meet UBM requirements. Establish Business relationships with relevant client personnel.

- Fully understand the existing ERP contracts, turnkey and time & material contracts.
- Maintain close relationship with the decision makers and others at all ERP client sites.
- Understand and reflect the client's point of view and feedback regarding the progress of the project.
- Mediate with clients on possible contract interpretations.
- Communicate and coordinate with JD Edwards regional management, IBM regional management and other business partners when necessary and with coordination with UBM upper management.
- Review and approve all future ERP contracts in close cooperation with UBM/JD Edwards department, the UBM lawyer and the administration.
- Work interactively with the UBM/JD Edwards team.
- Manage ERP projects and other projects on a case-by-case basis.
- Lead by example.
- Report to the General Manager.

JAIDAH MOTORS & TRADING COMPANY (QATAR, ARABIAN GULF):

Manager of In-house Financial Unit at a major automotive and trading conglomerate in the Gulf: (FINCO) (Jan 2000- August 2001

- Developed policies related to credit facilities and collection.
- Managed a team of 12 professionals.
- Identified opportunities to reduce cost and advised management in regard.
- Followed up on all payment records and collections.
- Established and maintained strong relationships with banks and other finance houses .
- Set policies and rules for granting credit facilities to customers.
- Made most of the credit decisions for the group
- Maintained close relationships with customers and helped in solving their problems.
- Recruited qualified individuals for the department.
- Contacted customers and analyzed their input and feedback regarding their relationship with the unit.
- Arranged rescheduling of accounts and refinancing on non performing loans.
- Coordinated with legal department and arranged for a smooth hand over of troubled loans.

- Initiated a new application process that required income verification and proper credit standing.
- Directed the lending policy and made it income and credit based rather than collateral and guarantor based.
- Developed an accurate measurement for the performance of the unit on a monthly basis.
- Statistics included: Checks deposited, Checks returned / bounced , Cash collected and outstanding receivables. Study used number of checks and their volume in Riyals.
- Analysis included the size of the portfolio in terms of volume and number of accounts and interest generated.
- Negotiated contracts and conditions with customers and other forms of legal entities.
- Managed Finco as a profit center.

INTERNATIONAL TRADE AND MARKETING COMPANY

Commercial & Business Development Manager for the Group (October'95- January, 2000)

- Managed a team of 5 professionals and 10 skilled workers.
- Managed wholesale and retail marketing and distribution of imported seafood products.
- Devised and implemented plan to turnover the existing operation to profitability within 9 months.
- Established new lines of service offering like catering to improve overall profitability.
- Administered a “new” incentive plan to recognize, motivate, and reward outstanding sales and cross-sale performance of staff.
- Developed job description for each function, with sales and marketing quotas for each staff position, and monitored weekly.
- Negotiated contractual terms with suppliers and buyers.
- Set out rules and procedure for the purchasing process.
- Initiated and undertook local and international purchases

ORIENT ARTS (www.orientarts.com.jo)

Managing & Marketing Director (October'92-October'95)

- Managed a team of 10 skilled workers.
- Established handicraft ceramic outlet.
- Developed new lines of tableware with authentic taste aimed for modern uses.
- Originated new lines of decorative art pieces and garden pots.
- Recruited and trained personnel for managerial, sales and manufacturing position.
- Developed organization structure.
- Set up marketing strategies, sales, and production plans that are growth oriented with emphasis on incentives and bonuses
- Opened and maintained new marketing channels.
- Exhibited and participated in International Fairs: Tendence Internationale Frankfurter Herbstmesse 23.-27.8.97 (Germany).
- Sourced raw materials (clay, glazes, colors) and equipment and set out rules & procedures for the purchasing process.

- Initiated and undertook local and international purchases.

BANK OF AMERICA NT & SA

Preferred Banking Officer,

(Sept.'89-May 92)

Encino and Sepulveda-Deventure Branches

- Unit performance exceeded '90 (205%) and '91 (165%) asset and liability gathering goals.
- Managed two portfolio officers and one administrative assistant.
- Initiated / Implemented new business and cross-sale marketing plans (i.e. business plan).
- Established / Monitored overall and individual asset, liability and service sales goals.
- Completed bank's formalized Preferred Banker Development Program.
- Made market study and analysis of business development and business retention.
- Measured performance of the branch and made weekly reports on market share, business retention and business developed.
- Made recommendations regarding strategies to develop more business to the branch and other strategies to retain existing accounts.
- Supervised surveys both in person and over the phone to feel the pulse of existing clients and look into and consider their feedback and input.

Publications

Mousa Al Nabhan and Zaidoun Abuhassan “ Scientific Research Between Human Necessity and National Obstacles”, Co-Author of an article published by Al-Mustaqbal Al Arabi (The Arab Future) No 212 October 1996 ISSN 1024-9834.

Published over 15 articles in Al Rai newspaper, economic section.

Lectured Investment Methodologies at ISSA investment Institute in Italy

Education

UNIVERSITY OF SOUTHERN CALIFORNIA

Bachelor of Science / Business Administration, ('88)

University OF CALIFORNIA, LOS ANGELES

Certificate program in Real Estate,(partially completed, 88-89)

Aptitude

Proficient in MS OFFICE for Windows, and WinWord.

Bilingual fluency in English and Arabic, knowledge of French

Recognition

ARAB YOUTH ASSOCIATION /SALT SECTION

Award of Recognition and Appreciation on behalf of Orient Arts ('95)

BANK OF AMERICA NT & SA

Annual performance bonus recipient ('89 through '92)