



CURRICULUM VITAE

Sadiq Mohamed A. Khaliq Al - Issa.

Phone Number: +986 99339078

E-mail: Sadiqalissa@gmail.com

Date of Birth: 2nd April, 1963

Nationality: Omani

Adress: Bawsher, Muscat, Oman

EXECUTIVE SUMMARY

COMMITMENT | LEADERSHIP | INTEGRITY

- PHD in law (Investment in freezone sector- Abdul Malik Al Sadi University, Morocco)>
- MBA - Hall University- UK.
- Past experience as Head of Foreign Trade in the Ministry of Commerce & Industry, liaising amongst local and international Chambers of Commerce,
- Effective in managing stakeholder's expectations.
- An expert in enhancing efficiency; optimizing resource utilization and results oriented.
- Very knowledgeable of Global political relations, international orgonaizations, Media, Service sector's needs, Banking , Corporate Communication, and proven track record of implementing measures that are customer centric.
- Dedicated to maintaining a reputation built on quality, service, and uncompromising ethics.
- Expert in Oman Legal system with strong track record in advising the courts in commercial matters.
- A proven strategic leader that translates business strategies into optimum shareholders' value with an eye on the best interest of all stakeholders with high skills as a good team member.

AREAS OF EXPERTISE

Law.	Oman Court & Legal system	Business Development
Corporate Communication.	Regulatory Compliance.	Financial Brokerage
Commercial Relation.	Omani Commercial Law.	Customer Service.
Stakeholders Management.	Investment Banking	Corporate Governance
Media.		

PROFESSIONAL EXPERIENCE

- 1) **Sadiq Al Issa Advocate and Legal Consultations , Muscat, Sultanate of Oman**
Owner, Lawyer an Arbitrtor and legal consultant Jan 2018 till date
- 2) **Amer Al Maqbali Advocate and Legal Consultant Office,**
Lawyer and legal consultant Jan 2015 - Dec. 2017
- 3) **Special Economic Zone Authority for Duqm (SEZAD).**
Head of Public relation & Media Dept. June, 2012 - June 2015
Secretary to the board of directors.

Main Responsibilities and the Key Result areas:
Media & Communication :

- Developed media strategy of the organisation.
- Organised & managed relations with all type of local and international Media.
- Organised conferences , seminars and symposiums.
- Representd (SEZAD) in all media activities.
- Released the (SEZAD) advertisements in the media
- Announced the investment opportunities at Duqm free zone.
- Followd up all the publicity on (SEZAD). Clients.
- Issued Magazine about (SEZAD) for the Internal & External clients.
- Maintain the website of (SEZAD).
- Prepared media reports for the managements.
- Prepared media right-up about (SEZAD) on regular basis.

Public Relations:

- Organised and Managed Public relation.
- Handled Communications with Internal & External clients of (SEZAD).
- Organise and Guide the VIP visitors to the free zone at Al Duqm.
- Receiving VIP visitors to the head office.

Board of Directors:

- Coordinated between the Directors & the Executive management of (SEZAD).
- Organised Board Meetings every quarter.
- Prepared agenda and required formalities for Board Meetings.
- Prepared board resolution and the Minutes.
- Monitored implementation of Board Resolutions.

Special Achievements:

(SEZAD) Established recently with very limited number of staff, being the first one joining the Public Relation & Media Dept. It gave me the opportunity to:

- Developed the media strategy for (SEZAD) bais on two angles the Internal & External clients.
- Organised & managed relations with all types of local and international Media.
- Coordinated conferences , seminars and symposiums such as:
 - Investment opportunities in Oman ports & free zones. (London December, 2012).
 - Risk involved in fishing at(Duqm Port & the Dry Dock) -(Al Wasta region-Duqm) March 2013
 - GCC Investment opportunities in Duqm (Muscat - April 2013).
- Represented (SEZAD) in many media coverage for (SEZAD) activities.
- Released many (SEZAD) advertisements in the official gazette, local and international news papers and magazines.
- Designed a Follow up and Reporting system for all publicities on (SEZAD).
- Coordinated with Oman Newspaper Issue of a Magazine about (SEZAD).
- Introduced a system to capture and release local news about (SEZAD).
- Prepared many right-ups for media about (SEZAD) on a regular basis.
- Announced the investment opportunities at Duqm free zone.
- Organised communications with internal & external clients of (SEZAD).
- Organised and guided VIP visitors to the free zone at Al Duqm.
- Receptions for VIP visitors to the head office.
- Coordinated between the Directors and the Executive Management of (SEZAD).
- Organised Quarterly Board meetings.

4) CONSULTING HOUSE

June, 2006 Till 2021.

Economic, Financial & Administrative expert at the local courts approved by the ministry of justice.

(Owner).

5) FINANCIAL & REAL ESTATE INVESTMENT CO L.L.C.

Special Achievements:

- Consulting House became a brand name in the local courts as an independent professional Economic, Financial & Management expert.
- Provided more than 2000 profcinal Economic, Financial & Administrative detailed advice reports on difrent cases assigned by the court.
- Executed more then 55 (Buy / Sell) Real estate deals with total value of R.O 3.6 Million.
- Successfully managed to get approvals for more than 35 projects for change the use of properties from the agriculture use to residential and commercial use in different places in Oman with total value of R.O 2.5 Million.
- Evaluated more than 200 Real estate properties for the clients.

6) BANK MUSCAT (SAOG).

Senior Manager Investment - Head of Brokerage & Marketing Dept.

Jan '96 - Jun2006

Main Responsibilities &the Key Result areas:

- Business Development in charge.
- Marketing Investment products
- Develop (Brokerage) Business.
- Planning & Marketing Brokerage Services.
- Relationship Manager.
- Manage brokerage team and the support service (Back office, Midd. Office, Research Team).
- Management of Mutual Fund.

Special Achievements:

- Organized successful merger of the brokerage business of Al Ahlia Securities Co. (acquired by Bank Muscat in 2002) into the investment banking division of the bank.
- Consistently exceeded the targets by 100 % for the years 2002, 2003, 2004 and 2005. And achieved net income by more than 100%.
- Instrumental in getting as the Best brokerage firm in Oman by Muscat Securities Market (MSM) for 2003, 2004 and 2005 in terms of volumes. With the largest market share of 13%, 14% and 15% for the last three years.
- Managed launching and listing Bank Muscat International (SAOG) on Bahrain Stock Exchange.
- Managed launching and listing many companies and mutual funds at Muscat securities market such as:
 - Muscat Index Fund (MIF).
 - Muscat International series I.
 - Muscat International series II.
 - Salalah Port Services Co. (SAOG).
- Managed to make the representatives of Bank Muscat to win seats of various boards of directors in the elections of various companies the projects.
- Managed to attract the subscribers for the newly launched IPO'S at Muscat securities market at (MSM) and collecting the highest number of funds through Bank Muscat branches for the IPO's launched and listed at (MSM).
- Initiated a number of business development initiatives, including the road show to market MSM in the GCC region the result of which Bank Muscat maintains the largest market share in business from regional investors.

- Managed and developed the relations of the bank with all the local pension funds.
- Trained Many newly joined fresh officers and graduates by organizing training programs for them and branch managers and officers.
- Trained Number of fresh Omani graduate into the Brokerage system got everyone to be MSM Qualified brokers at very short time.
- During my service at Bank Muscat I managed to do my MBA with University of Hull -UK as distance learning.

Committees and Memberships:

- Investment Committee (Secretary - Member) 1997 - June2006).
- Fund Mobilization Committee -1999/2000.
- Gift Items, Marketing & Welfare Committee -1998/2001.
- Privatization Committee - 1999/2001.
- Chairman of Bank Muscat's Annual Party - 1999/2000.

7) Ministry of Commerce and Industry (MCOI).

Acting Directorate General of Commercial Relations

Jun '82 - March '96

Joined MOCI in June 1982 & worked in the following areas& Departments:

- Investment Promotion Department.
- Commercial Registrations Department.
- Commercial Relationship Department .
- International economic Organizations Department .
- Foreign Trade Department .

Directorate General of Commercial Relations, Research & Investment

- Head of - Regional & International Organizations Section.
- Acting Director of- Commercial Relations Department.

Directorate General of Investment Promotion

- Acting Director of Commercial Relations Department.
- Acting Director of Investment Promotion Department.
- Acting Director of Foreign Relations Department.
- Acting Director General of Investment Promotion

Special Achievements:

- Represented the Sultanate of Oman In many bilateral joint commissions as a member of the team of the Omani side in the joint comities.
- Organized many investment Promotion activities along with Oman Chamber of Commerce & Industries and strengthening relations with Arab & International chambers of commerce.
- Contributed as an active team member in promoting projects businesses such as (Tans Gulf CO. (SAOG). Oman & Emirates Investment CO. (SAOG).) Etc.
- Represented the ministry of commerce & Industry in many joint committee meetings & Economic & Commerce conferences such as Arab league, Islamic countries conferences...Etc.
- Prepared many detailed reports on the economic & Business relationship between the Sultanate of Oman and Foreign countries in areas of commerce, industry & tourism. For the perusal of the appropriate authority.

- Followed up implementation of foreign & Arab commercial cooperation Projects, policy & comment on economic projects & assess their role in development.
- Evaluated Analysed & reported on many proposed foreign & Arab commercial agreements in the fields of commerce, industry, specification & standards and comment before their execution.

Achievements at the Investor Services Section:

- Participated in number of road shows to promote the sultanate & introduced foreign investors to Oman business community & helped them to find them local partners.
- Followed up execution of projects & prepared periodical reports on section's performance & made recommendations for improvement & simplification of procedures which helped finally to move to one stop shop system.
- Facilitated execution of projects by foreign investors.

Directorate General of commerce: Commercial Registration Dept (Customer Service section)

Achievements Commercial registration Dept.

- Headed the Commercial registration section.
- Managed to register thousands of business (local and foreign investors).
- Managed to license & renew thousands of the business and their commercial activities.

The bilateral joint commissions:

Commercial Relations Department is responsible of the joint committees Between the Sultanate and other countries and headed by either The Minister of foreign affairs Or the Minister Commerce & industry Or The Minister of national economy.

I was a member in many bilateral joint commissions during my service at MOCI. I participated in spinning out the Director General of Investment Promotion from MOCI which then was created as a separate entity (OCIPIED) in 1996.

Other Professional affiliations

Sr. No	Institution	Position	Period
1	Oman Newspaper	Correspondent (Journalist)	1987 - 1990
2	Oman Newspaper	Part time Editor.	Since 1989
3	State Information Services (Egypt).	Member of Journalist Centre	1987 - 1990
4	The Foreign Press Association - Cairo	Member	1987 - 1990
5	Writing articles on economic, investment and legal issues in Oman news paper, Al watan news paper, Al Roaya news paper and Al Zaman news paper.		

PROFESSIONAL DEVELOPMENT

Attended and participated in many seminars, conferences, Economic and commercial joint Committees within the Sultanate of Oman and abroad in (UK, USA, Jordan, Egypt, UAE, Saudi, Qatar, Japan and Taiwan).

- Attended many professional training courses such as :
 - Foreign trade leaders (Jaica – Kobe, Japan) 3month 1993.
 - International trade leaders (Taiwan) 2 months 1995.
 - Capital markets (Arab Academy for Banking – Jordan) 3 month 1997.
 - International capital markets (Euro money – Surrey, UK) 3 Weeks 1998.
 - Global Banking leaders training (Union Bank of California - USA) 2 Month – 2005.
 - American Financial System course for leaders (Exchange Program – US foreign affairs Dept.) 3 Weeks 2006.
- Organised, Attended and participated in many seminars, conference.
- Studied, revised many trade, investment and commercial agreements between the Sultanate of Oman and many countries.

EDUCATION

Degree	University	Faculty	Country	Topic	Year
PhD	Abdul Malik Al Sadi University	Law	Moroco	Investment in freezone sector	2014 - 2019
MBA	University of Hull	Business	UK	General MBA	2004 - 2006
B. Com	Helwan University	Faculty of Law of Foreign Trade	Egypt	Business Administration	1985 -1991
BA. Law	Beirut Arabic University	Faculty of Law and Political Science	Egypt		
(Master Degree in Law)	Alexandria University	Faculty of Law	Egypt	Islamic Banking Products	2012 - 2014
(PHD - Law)	Abdul Malik Al Sadi University	faculty of economics ,Law and social science studies	Morocco	Free Zones Rules & Regulations	2012 - 2015