



AHMED ALYASEEN,

MBA, ARM, AINS, CFE

PROFILE

I am a highly qualified, achievement-oriented Insurance & Risk Management professional with a proven consecutive **+18-year** record of accomplishments

CONTACT



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ahmad-yaseen-007

LANGUAGES

ARABIC	Mother tongue
ENGLISH	Fluent
FRENCH	Moderate

PROFESSIONAL ACCREDITATION



Associate in Insurance

- The Institutes, USA
- May 2021



Certified Fraud Examiner

- Association of Certified Fraud Examiners, USA
- Mar. 2021



Associate In Risk Management

- The Institutes, USA
- Jul. 2020



Intermediate Diploma In Insurance

- BIBF, Bahrain
- Apr. 2005



Advanced Diploma

- Chartered Insurance Institute
- In progress

ACADEMIC QUALIFICATION

Master of Business Administration Apr.2012

Alarab University, USA

Bachelors' Degree, Insurance. Apr.2005

AUL, UK

Diploma in Strategic Management May.2020

IBMI.Germany

Diploma in Neuro-Linguistic Programming Dec.2003

INLPA, USA

Diploma in Strategic Management May.2020

IBMI.Germany

Diploma in Accounting Mar.2000

IPA, KSA

Diploma in Language & Civilization May, 1999

L'IMF, France

CERTIFICATES & TRAINING COURSES

Compliance, AML & CTF (CME2)

The Financial Academy.KSA

Apr. 2019

Applying Cyber Risk Management Strategies

The Institutes, USA

Dec. 2020

Risk-Based Audit

LEORON, Webinar

Aug. 2020

WORK EXPERIENCE

DIRECTOR OF INSURANCE, RISK MANAGEMET & FINANCIAL PRODUCTS

ALKHALEEL TRAINING & EDUCATION CO. (HEAD OFFICE)

Apr. 2018 – Mar. 2021

- * I was the architect of The Chartered Insurance Institute (CII)'s corporate franchise contract,
- * I've designed training materials for insurance, risk management, AML, compliance...etc
- * I proudly delivered all training courses kingdom wide for most insurance companies and other private and public sectors,
- * I was responsible for managing the operations and coordination of training courses' delivery, and
- * participation in related business development meetings with new prospects.

BUSINESS DEVELOPMENT MANAGER

MARSH & McLENNAN INSURANCE & REINSURANCE BROKERS

May 2014 – May 2016

- * Enlarged the company's portfolio with new esteemed corporate business,
- * successfully managed, supervised and guided sales team,
- * Extensive experience and professional qualifications I already attained has led to broad understanding of prospects' suitable insurance needs, and
- * Professionally prepared broker slips and negotiated with insurance underwriters regarding covers, conditions and exclusions.

(BUSINESS HEAD) BUSINESS DEVELOPMENT TEAM LEADER

ACE INSURANCE BROKERS

Oct. 2011 – May 2014

- * Remarkable market survey based on the 4Ps theory dedicated for a remote industrial area,
- * Business development growth in a tough and challenging market segment, Jubail Industrial City.
- * professionally discussing technical aspects of insurance coverages applicable for highly profiled entities, petrochemicals for instance, and
- * Enhance client's retention by providing beyond-expectation professional services

REGIONAL OFFICE BRANCH MANAGER

ALLIANZ SAUDI FRANSI INSURANCE CO.

May 2008 – May 2011

- * I've established the branch from scratch
- * Constructing the branch contained employment at all divisions, claims, survey, sales and accounting,
- * Training, coaching and managing newly hired staff,
- * Expanding the company's portfolio either through the sales team or directly by me, and
- * Coordinating underwriting and claims operations basically with the head office since both processes were centralized at the head office.