

ALI HAMMOUD

CEO, Business Consultant



Distinguished visionary offering a 20+ year career driving significant double-digit and profitable growth for multi-million-dollar firms in GCC, Jordan and Egypt even in the face of challenging and volatile economies. Guide teams of up to 2000 and annual revenues of more than U.S. \$200 million, recognized as an inspirational team-builder who motivates staff to attain peak performance.

Progressive advancement directly linked to attainment of key business goals, expert at articulating and implementing change while gaining consensus from parties with different agendas. Analytical with sharp problem-solving capabilities and negotiations savvy.

Work History

2018 Jan -
Current

Business Consultant

Hammoud Consultancy L.L.C., KUWAIT, KUWAIT

- Devised processes to boost long-term business success and increase profit levels
- Managed more than 10 client business projects in 2020
- Evaluated situations and delivered targeted solutions using various tools and resources
- Developed complete business plans and operational strategies for new and existing business
- Organized and oversaw solid business portfolio bringing in 85% of revenue objective in 3 years
- Devised strategies to improve organization efficiency and optimize group management

2003 May -
Current

CEO

Midas Trading K.S.C.C., Kuwait, Kuwait

- Coached and guided senior managers to improve effectiveness and policy enforcement, resulting in improved employee job satisfaction and higher performance levels.
- Monitored use of best practices at levels and implemented corrective actions to bring employees into compliance.
- Spearheaded product line diversification to achieve 20% increase in revenue and penetrate wider markets.
- Drove implementation of new market expansion to propel business forward and adapt to market changes.
- Managed partnerships and strategic business relationships by negotiating contract terms and handling conflicts.
- Improved business profits by 30% through strategic updates to processes, procedures and team makeup.
- Reviewed individual department performance and worked with leadership to improve processes, procedures, and practices.
- Worked with department heads to stay current on needs and offer high-level support for day-to-day

Contact

Address

Kuwait City, KU, 4750

Phone

009-656-688956

E-mail

alihammoud979@hotmail.com

LinkedIn

<https://linkedin.com/in/ali-hammoud-mba-moar-aica-3350817b/>

WWW

<https://www.alihammoud.me>

Skills

Management Consulting



Strategic planning



Financial leadership



Organizational turnaround



Complex Problem Solving



Languages

English



Arabic



French



- operations.
- Met dynamic needs by keeping internal systems scalable and highly responsive.
- Prepared organization for forecasted demand levels through effective operational planning.
- Oversaw large-scale staff recruitment and development initiatives to keep workforce skilled and effective.
- Identified and capitalized on short- and long-term revenue generation opportunities to maximize bottom-line profitability.
- Cultivated forward-thinking, inclusive and performance-oriented business culture to lead industry in innovation and push progress.

Education

2019 May – Current	DBA: Business Administration <i>SBS - SWISS BUSINESS SCHOOL - SWITZERLAND</i>
2019 May - 2020 Dec	MOAR: MASTER OF APPLIED BUSINESS RESEARCH <i>SBS - SWISS BUSINESS SCHOOL - SWITZERLAND</i>
2005 Sept – 2008 Jul	MBA: Business Administration <i>KUWAIT UNIVERSITY - KUWAIT</i>
1998 Sept – 2002 Jun	BBA: FINANCE & ACCOUNTING <i>LEBANESE UNIVERSITY - BEIRUT</i>

Certifications

2020 Oct	Managing Business in Challenging Times
2018 Oct	Applying Neuroscience for Strategic Growth
2018 Jan	Diploma In Leadership & Management
2017 Sept	Digital Marketing: Customer Engagement, social media, Planning & Analytics
2017 Jun	ICA Advanced Certificate in Risk & Business Compliance
2016 May	Decision-Making Strategies Under Risk & Uncertainty

Interests

Cryptocurrency, Metaverse

Reading, Writing, Cooking

Reading has changed my life, and for that I want to start writing and change other people's lives. Cooking has a different story that I will tell one day after opening my own restaurant.