



الأردن الأولى
First Jordan

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التاريخ: ٢٠٠٨/٠٣/٢٣

الرقم: ٢٠٠٨/١٤٦

APPOINTMENT - FIRST - 24-3-2008

السادة هيئة الأوراق المالية المحترمين
دائرة الإفصاح

٢٠٨٩ ٠٨ ٠٣ ٢٣ ١٣ ٢٨

الموضوع: تعيين نائب. مكبر عام

تحية وبعد،،،

بالإشارة الى الموضوع أعلاه، نحيطكم علما بأننا قمنا بتعيين السيد هاني محمود عرابي
بوظيفة نائب مدير عام لشركة الأردن الأولى للاستثمار م.ع.م.
مرفق طيه السيرة الذاتية للسيد هاني عرابي.

واقبلوا وافر الاحترام

طلال فوزي السمهوري
نائب رئيس مجلس الإدارة
شركة الأردن الأولى للاستثمار

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هيئة الأوراق المالية
المادة الإدارية
الكيان
٢٠٠٨ ٠٣ ٢٣
الرقم المتسلسل ٥٩٠٤
رقم الملف
الجهة المختصة ١٤٦/٢٠٠٨



الأردن الأولى
First Jordan

HANI M ARABI



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Mobile : 962 79 999 8929
Home : 962 6 581 5785

Date of Birth : 01 January 1967
Nationality : Jordanian / American

Marital Status : Married with two children
Languages : Fluent Arabic & English

Professional Profile

Enthusiastic and dedicated professional with extensive experience across all areas of general management in Property Development Real Estate and Retail Sectors. Exceptional leader with ability to develop and motivate others to achieve highest standards of performance. Strong skills to manage projects from conception through to successful completion. A proactive individual with a logical approach to challenges.

Objectives

To secure a rewarding career post to lead a diverse property development / Investment firm through skillful management and wide range knowledge.

Career Summary

February 2006 to Dec 2007

"Tamleek Real Estate Development & Investment Co."

Deputy Chief Executive Officer

[Vice Chairman / Edara Property Management]

A forward thinking Jordanian real estate organization established in 2005 with a paid up capital of 35 million US Dollars and working capital of 400 million US Dollars.

- Credible role in company's strategic planning.
- Reporting to CEO and BOD.
- Responsible for meeting short term goals and targets.
- Monitoring company's KPI's.
- Managing six departments with 28 professionals.
- Setting order procedures for each department and expanding roles in certain ones.

- Initiating and maintaining proper communication channels among departments.
- Administrating each division's budget.
- Monitoring and analyzing balance sheets, income statements and cash flows.
- Negotiating and executing local & international contracts.
- Valuable role in structuring special rental funds (Sanadak)/ (REIT).
- Implementing ISO 9001:2000 standards.
- Overcoming and preventing conflicts.
- Investing in competent human resources through contentious training.

February 2000 to January 2006

"World Fashion Trading Ltd." (WFT)

Executive Director / Acting General Manager

[June 2001 to June 2002]

[General Manager / Nesk Trading Co.]

A multi-level Jordanian apparel retail organization established in July 2000 with a paid up capital of 5 million US Dollars. WFT expanded its operations reaching out to deferent target clients nationally and in neighboring markets.

- Responsible for establishing 18 lucrative stand-alone stores reaching sales annual volume to 10 million US Dollars.
- Successful business association with Nesk Trading Co. from year 2001 to 2002.
- Managing 95 professionals among six divisions.
- Instituting and implementing company's objectives and methods of business conducts.
- Generating and supervising yearly budgets and balance sheets.
- Directing seasonal buying and monitoring stock levels.
- Profit & Loss analysis for each profit center.
- Negotiating and executing international contracts.
- Seeking and evaluating new potential business opportunities.

June 1996 to January 2000

"American Body Products International Ltd." (ABPI)

Riyadh / Dubai / Los Angeles

Middle East Regional Manager

Master licensee of the American trademark "Beverly Hills Polo Club" covering the Middle East region.

- Responsible for creating proper network in the GCC markets.
- Succeeding in appointing two qualified licensees in UAE and Saudi Arabia.
- Monitoring and supervising the initiation of two stand-alone shops.
- Following up on seasonal ordering and yearly minimums.
- Facilitating effective communication channels with the USA office.

April 1995 to May 1996
"Metal Industries Co, Ltd."
Amman, Jordan

Marketing Manager

A leading Jordanian manufacturer and distributor of steam boilers & heating equipment with accounts ranging from local households projects to mega industrial facilities.

April 1991 to March 1995
"Circuit City Stores"
Portland, Oregon, USA

Sales Counselor / Assistance Marketing Manager

Circuit City is the largest agent and distributor for telecommunication equipment and home electronics in the United States.

Professional Qualifications

Bachelors of Science, Marketing / Management; Portland State University
 Portland Oregon, USA (June 1990).

Multiform courses and seminars in Marketing Strategies, Organizational Management, International Trade, ISO 9001:2000, Crises Management, Real Estate Investment Trusts, and Customer Service. (USA / Jordan / Dubai).

Key I.T. skills

- Word, Excel, Access, PowerPoint, Internet & Email

References up on request.