

## **ABDULLAH ABO MILHIM MSc PGCert BSc FHEA MCFI**

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### **EDUCATION**

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**2005-2007 SOAS (University of London)**

**MPhil Upgrade to PhD in Financial and Management Studies**

- Econometric Analysis of Economic & Financial Data
- Quantitative and Qualitative Economic Methods

**2003-2004 University of East London (UEL)**

**Masters (MSc.) in Financial Management** (Thesis 74%, Overall 65 %)

- Corporate Finance, International Finance, and Research Methods in Finance.
- Financial, International, Management and Cost Accounting Modules.

**1996-2000 Alexandria University – BAU (Beirut)**

**Bachelor of Science (BSc.) in Financial Studies** (Grade 76.5%)

- Financial Math, Statistics, Economic Analysis of Money, Banking and Financial Policies.
- Taxation, Government Accounting, Management and Commercial & Maritime Law.

### **PROFESSIONAL & TEACHING QUALIFICATIONS**

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**July 2011 Manchester Metropolitan University**

**July 2012 PGCERT – Postgraduate Certificate in Academic Practice (Part Time)**

- Understanding Academic Practice, The Context of Academic Practice
- Critical Reflective Practice, E-Portfolio (Reflective Writing)
- The Internationalisation of the Curriculum

**June 2010 Brent Adult and Community Education Services**

**PTTLS – Preparing to Teach in the Lifelong Learning Sector (City & Guilds)**

- An introduction to basic practical teaching skills, principles and theory.
- Understanding inclusive learning and teaching in lifelong learning
- Facilitate learning and development for groups and individuals
- Identifying learning needs
- Planning for learning
- Assessing learning in the Lifelong

**2005-2006 SOAS (University of London)**

**Teaching Assistant (TA) Qualifications for Undergraduate and Postgraduate Students**

- TA roles for Masters Students in Finance and Management as Part of PhD program
- Practical training on Teaching under the supervision of SOAS Lecturers
- Group discussions and lesson planning for various tutorials within the University.

**2003-2004 Teacher Training Agency (TTA)**

**SAS – Student Associate Scheme - Teacher Training for Primary (Level 1 & 2)**

### **PROFESSIONAL QUALIFICATIONS**

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**Aug 2009 Chartered Institute of Securities and Investment CISI (formerly SII)**

**IAQ - Investment Administration Qualifications (Unit 1)**

**IIQ - Introduction to Investment Qualification (PASSED 42/50)**

**Aug 2009 The National Skills Academy for Financial Services (London)**

**GMDP - Graduate Management & Career Development Programme**

**Feb 2008 Pitman Training (London)**  
The Newly Appointed Secretary

## **ACADEMIC EXPERIENCE**

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**Sep 2017 Istituto Marangoni (London)**

**Present Program Leader of Postgraduate Business Courses**

Leading the following Master Courses

- \* MA in Fashion and Luxury Brand Management
- \* MA in Contemporary Fashion Buying
- \* MA in Fashion Promotion and Communication

**Jan 2013 University of the Arts London (The Fashion Business School)**

**Present Lecturer and Unit leader on Undergraduate, Postgraduate and Executive MBA Programs**

**EMBA (Executive MBA) in Fashion**

- \* Strategic Financial Management
- \* Dissertations Supervision - Fashion Consultancy Project

**MSc in International Fashion Management**

- \* Economics
- \* Strategic Luxury Management
- \* People Management in Fashion
- \* Global Fashion Industry Project
- \* Dissertations Supervision:

**MA in Strategic Fashion Marketing**

- \* Finance for Fashion Business Strategies
- \* International Marketing Strategies and Expansion
- \* Dissertations and Business Plans Supervision

**BA / BSc in Fashion Management**

- \* Economics, Corporate Finance and Accounting
- \* Business Planning and Entrepreneurship
- \* Finance and Management Control
- \* Principles of Fashion Management
- \* Strategic Fashion Management
- \* Project Management for Fashion Consultancy
- \* Dissertations and Business Plans Supervision

**Feb 2010 Istituto Marangoni (London)**

**Present Senior Lecturer and Unit Leader on the Undergraduate and Postgraduate Programs**

**MA in Fashion Luxury Brand Management**

- \* Managing Luxury
- \* Project Management
- \* Strategic Management
- \* Research Methods and Dissertation Supervisions

**MA in Contemporary Fashion Buying**

- \* Strategic Management
- \* Financial Planning
- \* Fashion Buying and Product Development
- \* Research Methods and Dissertation Supervisions

**MA in Fashion Promotion, Communication and Media**

- \* Strategic Branding and Innovation
- \* Dissertation Supervision

**BA in Fashion Business**

- \* Economics
- \* Business Management, HR and Operations
- \* Corporate Finance, Costing and Management Control
- \* IT Business Tools
- \* Advanced Fashion Retail Management

\* Writing Business Plans and Entrepreneurship

**Experience and Knowledge in QAA, Validations, and writing new Units and Programs docs.**

- Attending QAA meetings, and discussions with the Panel on matters relating to Quality.
- Attending various validation events for new MA and BA courses
- Commenting on the appropriateness of the course content and the comparability of standards with elsewhere in the sector and to that of the QAA Benchmark Statements and FHEQ
- Evaluating the standards of courses in the light of subject developments and industry practices.

Feb 2016  
Mar 2017

### **Glasgow Caledonian University (GCU)**

#### **Visiting Lecturer in Finance & Wealth Management on MBA Luxury Brand Management**

- Focusing on various aspects of wealth creation, wealth preservation & wealth transfer
- Bringing together a wide array of issues and concepts that are used in managing wealth of High-Net-Worth Individuals (HNWI) and Ultra High Net Worth Individual (UHNWI)
- Developing students' critical awareness of modern wealth management
- Building on students' previous exposure to the financial management principles and techniques
- Preparing students for careers in luxury, private equity and asset management
- Focusing on areas of Financial Planning in the context of Wealth Management such as Succession planning, Risk Hedging, Tax Planning and Portfolio Analysis.

Jan 2013  
Mar 2014

### **University of Westminster (London)**

#### **Visiting Lecturer in Finance on the BA in Buying and Merchandising Program**

- Providing an Introduction accounting information systems
- Enhancing students' knowledge on external and internal accounting reporting
- Analysis and interpretation of published accounts in the fashion retailing sector.
- Delivering a fundamental understanding of the nature and implications of costs in business decision-making, with particular reference to the fashion retailing sector.

April 2012  
Present

### **Training Specialist – Freelancer (UK, Europe and Middle East)**

#### **Professional specialist in coaching, training and mentoring**

- Delivering, managing and coordinating various training workshops to private and public organisations from the Middle East (e.g Kuwait, UAE, Qatar, Lebanon, and Saudi Arabia).
- Knowledge of adult education training theories, methods and their application in practice.
- Managing key relationships with different training stakeholders to ensure the curriculum, content design and delivery align with clients' needs.
- Designing pre-training and post-training assessments to ensure that trainees' needs are met.
- Implementing different methods of training, using a wide range of interactive methods, media, and simulations, depending on the type of training and client's priorities.
- Openness to others' experience and knowledge, facilitating and encouraging whole-person development and fulfilment - beyond traditional training.
- Evaluating training feedback to monitor course effectiveness and apply right corrections.

I offered the following training workshops and programs:

#### ***Performance Management***

- Effective Performance Management: Agreeing Objectives and delivering results
- People Management Skills
- Coaching for Performance Management
- Improving Performance through Competencies
- Improve Performance of General Service Maintenance Activities
- Building Skills for Working Teams
- From Planning to Execution a Winning Strategy Performance
- Supply Chain & Inventory
- Managing Tender, Specifications & Contracts
- Dry Cargo Chartering

#### ***Management and Leadership***

- Leading High Performance Team
- Leadership Excellence in Handling Pressure, stress & Crisis
- Personal Effectiveness and influencing Skills

- Leading and Empowering High Performing Groups and Teams
- Communication, Coordination and Enhancing Leadership
- Key Managerial Skills for New Managers and Supervisors
- Motivating, Coaching, Counselling & Mentoring: Practical Tools for Effective Leadership
- Leadership & Team Development for Success
- Successful Planning Organising & Control
- Decision Dynamics
- Leadership Vision and Organisational Reality
- Leadership Best Practice
- Managing Conflicts and Change Management

#### *Finance and Accounting*

- Advanced Financial Planning and Budgeting
- Financial Analysis, Modelling and Forecasting
- Financial Accounting and Reporting
- Oil & Gas Accounting, & Performance Management
- Strategic planning, Management Control, and Effective Budgeting
- Payroll Management

#### *Training*

- Managing the Training and Development Processes
- Understanding Complete Training Cycle
- Mini MBA: The Training Analyst
- Certificate in training coordinator

#### *Media, PR and Hospitality*

- Hospitality Events & Conference Management
- Public Relations and Media Skills
- Planning and Managing PR Campaigns

#### *HR and Employee Relations*

- HR Policy and Systems Development
- HR Employee Relations: Motivation
- Talent and Succession Planning Masters Class
- Certified Compensation and Benefits
- Contracts Management and Tenders

**Feb 2010**    **Marcus Evans – Linguarama (London)**

**Dec 2013**    **Arabic Language Trainer to corporate clients from KPMG, PwC and HSBC**

- Tailoring courses for conducting international business, and Cultural Awareness.
- Adopting various training approaches based on clients' needs and learning styles.
- Ensuring that the training experience as positive as possible using the appropriate language
- Emphasizing on the ongoing nature of learning and directing the delegates to relevant websites, material, techniques, to enhance the learning process.

**July 2012**    **University of Cambridge (Heritage Summer School)**

**Aug 2012**    **Lecturer in Business and Entrepreneurship**

**Mar 2009**    **Winchmore Tutors (London)**

**May 2010**    **Lecturer in Business Studies, Economics, Finance, Accounting Mathematic, and Arabic**

**June 2006**    **SOAS – University of London**

**May 2007**    **Admissions, Recruitment, and Alumni Officer**

- UCAS Admission Clearing Administrator
- Student Ambassador in Open Days and Evenings in SOAS & University of London
- Exhibitor for SOAS in External Education Fairs
- Representative for SOAS Career Services Office in their exhibitions
- Postgraduate and Undergraduate Exam Invigilator

- Alumni Representative in SOAS Graduation days, and External events outside the University
- Student Union Election Representative (Election Officer)
- Research Student Representative in Department of Financial and Management Studies (DEFIMS)

### **Nov 2003 Downsell Primary School (London)**

#### **Feb 2004 Teaching Assistant (TA) in Key Stage 1, 2 and 3 classes**

- Executed teaching roles as part of Student Associate Scheme Training (SAS).
- Assisted in lesson planning and in benchmarking school progress and student achievements.
- One to one session with student of learning difficulties

## **OTHER WORK EXPERIENCE (FINANCIAL SERVICES & BANKING)**

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### **Feb 2008- MENA Capital (London)**

#### **Feb 2009 Hedge Fund Research Analyst – Middle East and Emerging Markets**

- Identifying, monitoring and assessing Investments Long / Short opportunities.
- Equity Data Modeling, and conducting Valuation and Financial Statement Analysis.
- Macro/Micro Economic coverage of MENA and Understanding of market expectations.
- Researching on Banking, Oil, Petrochemicals, Telecoms, Insurance, Shipping & Utilities.
- Attending Conferences, going on research trips and meeting company management
- Engaging with Sell / Buy Side Analysts and Industry Consultants to identify catalysts and risks.

### **May 2007- Bloomberg (London)**

#### **Dec 2007 Equity Markets Data Analyst (Contract)**

- Researching Historical Fundamentals Data (Arabic/English) of listed MENA companies.
- Conducting Financial Analysis and Modelling on different MENA listed companies.
- Looking at Domestic and International Accounting Standards (IAS) with reference to MENA.
- Knowledge in Islamic Finance Regulations in Middle Eastern countries.

### **June 2006- Merrill Lynch (London)**

#### **Mar 2007 Associate for International Structured Financial Products Research (2 Contracts)**

- Analysed the Mortgage Finance Sector in various Middle Eastern Countries.
- Investigated current and Historic trends in MENA Mortgage sector
- Looked at the Legal and Institutional Framework of Mortgage schemes.

### **Mar 2005 Western Union International (London)**

#### **June 2006 Business Consultant for the Middle East in London (Contract)**

- Leading a team of 20 Marketing promoters working on the Middle East Region
- Managing Pricing / Marketing Campaigns focused on the Middle East Region.
- Coordinating promotion campaigns of Western Union Brand.
- Liaising between London Middle East Communities and Western Union Agents.

### **Sep 2001 GTS S.A.R.L**

#### **Sep 2003 Financial Officer and Customs Tax Technician**

- Interpreted Customs Taxes & Freight Regulations of World Customs Organisation (WCO).
- Trained on using UNICTAD Integrated Automated Information Systems for Customs
- Learned about International Forwarding & Re-Forwarding formalities
- Engaged in Shipping, Transport, Cargo, Import and Export activities
- Used Fully Integrated Automated Information Systems for Customs Clearance

## **VOLUNTARY WORK & INTERNSHIPS**

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### **Mar 2007- Toynbee Hall (London)**

#### **May 2007 Researcher for TRANSACT “The National Forum for Financial Inclusion in the UK”**

- Investigated the roles played by Financial Services Sector, policy makers and Government, in helping people to have access to appropriate, desired financial products and services.
- Helped in conducting a research (Sponsored by FSA & RBS) on Financial Inclusion in the UK.

**July 2000 Gezairi Transport S.A.L (Lebanon)**

**Sep 2000 Sales and International Freight Officer ( Summer Internship)**

- Had a good experience in Preparing Sales Quotations for Land and Sea Freight.
- Negotiated on deals for Cargo, Customs Clearance, and Shipping rates.

## **EXTERNAL EXAMINING ROLES**

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**August 2017 Southampton Solent University**

**Current External Examiner in Accounting and Finance**

Subjects:

- Financial Appraisal
- Finance for Business Managers
- Accounting for Management Performance
- Accounting for Decision Making
- Financial Aspects of Decision Making
- Accounting for Management Decisions
- Capital Market Trading

**April 2017 Plymouth University (GSM London)**

**Current External Examiner in Accounting and Finance**

Programmes:

- MBA / Executive Master of Business Administration
- MSc Accounting and Finance
- BSc (Hons) Accounting and Finance
- BA (Hons) Accounting and Finance

Subjects:

- Management Accounting and Performance Management
- Accounting and Finance for Managers
- Accounting and Finance for the Business Environment
- Financial Management
- Business Analysis
- Corporate Finance
- Employability Skills

## **ACADEMIC QUALITY ASSURANCE ROLES**

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**April 2017** Committee member and Fashion Business specialist representing Istituto Marangoni, in the Annual Review conducted by the Quality Assurance Agency (QAA).

**Mar 2017** Faculty Representative and part of the Program Team of Istituto Marangoni (London), participating in Manchester Metropolitan University (MMU) for the Validation of new BA Fashion Business in Buying and Promotion Pathways.

**Mar 2017** External Panel Member for Periodics Subject Review of four MSc Programs on Banking, Finance, , Accounting, three BSc Programs on Banking, Accounting and Financial Planning, accredited by the ACCA, CIMA, ICAEW, AAT, and AIA– University of Northampton.

**Sep 2016** External Panel Member for reviewing the Business, Management, Accounting & Finance on the BA, Foundation and Masters Program of Study Group - Coventry University (London Campus).

**April 2016** Committee member and a Fashion Business & Luxury Specialist representing Istituto Marangoni, being reviewed by the Quality Assurance Agency (QAA).

**April 2015** Committe member and Fashion Business and Masters Program Specliast representing Istituto Marangoni, for a monitoring visit by the Quality Assurance Agency (QAA).

**Mar 2014** Faculty Representative and part of the Program Team of Istituto Marangoni (London), participating in Manchester Metropolitan University (MMU) for the Validation of Masters (MA) in Fashion Promotion and Masters (MA) in Contemporary Fashion Buying.

**April 2012** Committe member and Fashion Business specliast representing Istituto Marangoni, being reviewed by the Quality Assurance Agency (QAA).

**Oct 2011** Faculty Representative and part of the Program Team of Istituto Marangoni (London and Paris), participating in Manchester Metropolitan University (MMU) for the Validation of BA Fashion Business, and Masters (MA) in Fashion & Luxury Brand Management.

## **LEADERSHIP ROLES & ACTIVITIES**

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**Jan 2016 Istituto Marangoni London**

**Current Member of the School Board representing academic tutors**

**Sep 2015 Lebanese Festival Day UK Charity (09760568)**

**Present Director (Trustee) in charge of Finance**

- Founding Trustee of the Charity
- Heading the Financial Treasury activities and reporting on financial matters to the members
- Leading the Financial committee responsible for creating awareness and educating the wider British community about Lebanese culture, customs, traditions and education
- Managing your charity's financial resources responsibly and complying with any restrictions on spending funds
- Managing the processes of ensuring that the charity keeps proper accounts and reviewing its financial performance
- Supporting the other charity committees and hhelping them achieve their aims.
- Ensuring that the charity is carrying out its purposes for the public benefit

**Jan 2011 Brent Council Local Authority**

**Oct 2013 School governor, a Board member, and a Finance Committee Member**

- Served as a Governor at Newfield Primary School (London)
- Served as School Finance Committee member and attended its meetings
- Contributed to the strategic discussions at the governing body meetings
- Monitored the school's performance ensuring senior leaders have arranged for the required audits to be carried out
- Appraise the headteacher, agreeing on the payscale, and recommendations for other staff
- To monitor the impact of spending decisions upon educational achievement in the school.
- To recommend for approval by the governing body the level of delegation to the headteacher for the day-to-day financial management of the school.
- Attended BRENT Local Authority training on Governance and Financial Committees

## **SCHOLARSHIPS, AWARDS, AND ACHIEVEMENTS**

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**2016-2017** University of the Arts London: Winner of the UAL Teaching Award.

**2015-2016** University of the Arts London: Nominated for the UAL Teaching Award.

**2014-2015** Istituto Marangoni: Winner of the Best Teacher of the Year Award

**2014-2015** University of the Arts London: Highly Commended to the UAL Teaching Award

**2006-2007** The Sir Richard Stapley Educational Trust Grant

**2005-2006** London Chamber of Commerce (LCC) Scholarship (Charles RE Bell Fund Scholarship)

**2003-2004** British Council / Foreign Commonwealth Office Chevening Scholarship for a Masters Degree in the UK

**1995-1996** Beirut Arab University (BAU) Best Student Award among all University Students.

## **RESEARCH & PUBLICATIONS**

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- Wrote a chapter and contributed in Data Analysis for a Merrill Lynch Publication: *"Merrill Lynch Guide to Emerging Mortgage and Consumer Credit Markets, Volume 2*, (June 2007).
- Participated in Authoring and researching data for a book on Financial Inclusion with Toynebee Hall titles *"From Access To Inclusion, An evaluation of the role of Basic Bank Accounts in promoting Financial Inclusion"*, July 2008, supported by Calouste Gulbenkian.

## **GUEST SPEAKING AND PUBLIC LECTURES**

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- Guest Speaker on Financial Planning for Buying & Merchandising, Westminster University, London, 08<sup>th</sup> Nov, 2013.
- Guest Speaker on Investing in the Stock Market, University of the Arts London, 28<sup>th</sup> Oct, 2015
- Guest Speaker on Financial & Business Planning, Regents College Univ, London, 22<sup>nd</sup> Oct 2013.
- Guest Speaker on Design Finance Regents College University, London, 01<sup>st</sup> Oct, 2013.

## **TV AND MEDIA APPEARANCES**

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- Kurdsat TV, The Financial and Business of English Premier league, 25 Dec, 2014
- Aljazeera (Meem), The Business Of Football Agents, 23<sup>rd</sup> December 2014
- Aljazeera (Meem), The Business and Economics of the Football World cup, 25<sup>th</sup> Nov 2014
- BBC Business News, "Effects of the Financial Crisis on Emerging Markets", 05 March 2010

## **CONFERENCES, SEMINARS, AND WORKSHOPS ATTENDED**

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**Oct 2016 Drapers Magazine:** "Drapers Fashion Forum 2016" London

**May 2014 Arab Bankers Association (London):** "Dealing with Regulatory Change: ABA Seminar" 22 May

**April 2013 Higher Education Academy (HEA):** Conference on "Quantitative Skills in Business and Economics and Tackling Transition"

**May 2007 Cass Business School (London):** Workshop on "International Equity Markets Co-movements & Contagion"

**May 2006 Cass Business School (London):** Workshop on "European Financial Integration", by Jean-Claude Trichet, President of the European Central Bank.

**Nov 2005 Queen Mary University (London):** Workshop on Econometric Time Series Analysis

**Oct 2005 London School of Economics (LSE):** Workshop on Econometric methods "Return Scrambling and Realized Covariance"

**Oct 2005 University College London (UCL):** Workshop on "Estimation of Nonlinear Models with Mis-measured Regressors Using Marginal Information"

## **MEMBERSHIPS**

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- Member – Middle Manager (MCMI) of the "Chartered Management Institute (CMI)"
- Member of the "Chartered Institute for Securities and Investment - CISI (formerly SII)"
- Fellow Member (FHEA) of the "Higher Education Academy (HEA)"
- Member of the "Association for Learning Development in Higher Education (ALDINHE)"
- Member of the "Arab Bankers Association – (ABA)"
- Member of the "Council for Arab-British Understanding (CAABU)"

## **SKILLS**

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### **Numerical and Quantitative Skills**

- Knowledge in Bloomberg, Reuters 3000Xtra & Knowledge, DataStream, Thomson and Factiva.
- Quantitative Skills/knowledge in Econometric & Statistical Modelling Packages (SPSS, & EVIEWS).
- Had an extensive training in using Computer Accounting Information Systems.

### **Computer and Databases Skills**

- Fully Competent with all aspects of Microsoft Office (Word, Excel, PowerPoint, and Access).
- Proficient Online Researcher using different resources (Lexis Nexis, Proquest, and Science Direct).

### **Language Skills (Bilingual English / Arabic)**

- **Arabic** (Native), **English** (Fluent, Competency Certificate ECCE -University of Michigan USA).

### **INTERESTS**

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- **Academic:** Represented SOAS Research Students, University of London Alumni and Career office.
- **Travel:** I like travel, Football, Swimming, and sports

### **REFEREES**

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References are available on Request