

Hassan AlShoala

Name/Nationality

Hassan AlShoala / Bahrain

Contact details

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Bilingual professional working with the region's governments and policy makers on strategic and transformational projects. Over 15 years of experience of consulting across a variety of issues and cultures. Experienced in managing large scale projects and key accounts with annual portfolio under management of over USD 2 million.

Career history

Oct 2019 – Today

Independent Advisor, UAE

- *Leadership:* Independent consultant to regional IFCs and free zones
- *Consulting experience and projects:* Led a project for a regional free zone to look at their customer journey and operations in order to design improvement prototypes

Jun 2019 – Oct 2019

Gulf International Bank Group, Bahrain

The region's first digital bank

Strategist, Economics and Strategy Management Office

- *Leadership:* joined to assist in revamping the economics and strategy management office
- *Managing business:* member of the Group's Digital Committee and the Strategy Committee
- *Consulting experience and projects:* assisted in leading the:
 - Strategy Formulation 2020-2024 of the Group across its geographies (GCC, Europe and US) and all its business lines (wholesale, retail, treasury, investment banking and asset management)
 - Review of financial forecasts and budgets for key projects
 - KPI formulation and reporting frameworks redesign

Sep 2010 – Jun 2019

PricewaterhouseCoopers (PwC), Dubai

Director, Consulting

- *Leadership:* Led work with decision makers in the GCC, focusing on Saudi Arabia and UAE for the government sector
- *Managing business:* Managed our Middle East business, from a recruitment, talent development, risk management and business development perspectives.
- *Consulting experience and projects:* Project managed strategic and transformational projects for the governments and policy makers in the GCC and central banks. Some of my projects include:
 - Government sector strategy and transformation projects
 - A GCC business centre: project managed a three-year transformation programme focusing on licensing that resulted in tripling the rate of growth and the development of a new licensing regime and marketing approach
 - A GCC business centre: led a project to design the learning and training strategy affecting over 12,000 working professionals
 - Dubai Department of Tourism and Commerce Marketing (DTCM): led the design of a public policy relating to timeshare properties in Dubai, estimated to add AED14 billion to the economy by 2020
 - KSA General Entertainment Authority: part of the founding team and led the organisational setup from a project management perspective, estimated to add SAR18 billion to the economy by 2030
 - KSA Delivery Unit: designed and implemented tracking tools and methodologies across the entire central government to monitor status of transformation programs and take corrective actions
 - KSA National Transformation Project: designed financial and economic models for the agriculture sector to assist in the reforms as part of Vision 2030
 - The Gulf Monetary Council: designed the governance structure, assisting in the design of the single economic block and the single currency
 - A GCC policy maker: led the development of regulatory policies and introduction of the region's first FinTech regulation to promote growth of the SME sector
 - Listed insurance firm: redesign the business model and organisational structure with a focus on revenue generation
 - The Central Bank of Bahrain (CBB): redesigned the country's regulatory framework affecting more than 350 institutions, leading regulatory design and drafting of Rulebook 4 (Investment Business), Rulebook 6 (Capital Markets) and Rulebook 7 (Collective Investment Undertakings)
 - Saudi Arabia Monetary Agency (SAMA): led banking examinations and assisted in the design of the onsite inspection methodology
 - Central Bank of Oman: redesigned the regulatory framework for the entire country

- Bank Negara (the Central Bank of Malaysia): advised on real estate risk management
- International institutions: developed GCC regional expansion strategies and target operating model for several international corporates expanding into the region

Oct 2009 – Sep 2010

Bahrain Economic Development Board (EDB), Bahrain

Senior Associate, Special Projects

- *Leadership*: Met regularly with Ministers and key decision makers in Bahrain to drive large-scale public policy reforms
- *Managing business*: Assisted in recruiting our policy team and developing the strategy delivery methodology
- *Consulting experience and projects*: Attempted to redesign the healthcare funding reform for Bahrain aiming to make the first major change the healthcare structure in four decades

Mar 2008 – Aug 2008

Sanabel Investment (formerly Al-Khabeer International), Bahrain

Start-up Islamic investment firm and private equity boutique

Senior Analyst, Private Equity

- *Leadership*: Joined with three professional and assisted in setting up the organisation, including examining the regulatory requirements, obtaining licences, renting space and design, recruitment and infrastructure in Bahrain
- *Managing business*: Assisted in developing the logistics private equity fund, researched the logistics industry in the Middle East and conducted due diligence on potential acquisitions

Aug 2004 - Mar 2008

PricewaterhouseCoopers (PwC), Bahrain

Assistant Manager, Financial Services

- *Leadership*: led local teams to assist banks and regulators redesign their operations
- *Managing business*: Consulting projects with a focus on risk management
- *Consulting experience and projects*: Supported and led work streams in variety of financial services projects in Bahrain and Saudi Arabia working with regulators and financial institutions

Qualifications

2008 – 2009

University of Cambridge, UK

MBA – GMAT 710 (Top 2%)

2004 – 2007

Association of Chartered Certified Accountant (ACCA), UK

FCCA Fellow Member under the Professional Scheme

2000 – 2004

University of Bahrain, Bahrain

BSc in Accounting – 1st in class; GPA 3.98/4.0

Thought Leadership

2011 – 2016

Major international and regional thought leadership papers

Contributed to the publishing of several major PwC papers and reports, including:

- Government and Annual Global CEO Survey
- Turning vision into reality, the first Middle East local government and cities survey
- Middle East Innovation Survey
- Being Better Informed (BBI), a quarterly publication focusing on the changing FS environment

2013-2015

PwC's Advisory University Trainer

Training PwC's Middle East offices during banking courses on economic policy and Basel III

Achievements

2015

PwC's Middle East Consulting Award for Financial Services, Middle East

Member of the team that developed a new training and competency regime for a GCC country

2012

PwC's Middle East Consulting Award for Financial Services, Middle East

Leading the team that developed a new methodology to advice clients on Asset Liability management in the region

2008 – 2009

Mohammed bin Rashid Al Maktoum Fellowship, Dubai, United Arab Emirates

Awarded a merit-based scholarship, based on demonstrated leadership abilities

Interests

Running / Film photography