

APPOINTMENT - BOTX - 10/11/2008

الرقم: م س / 1435  
التاريخ: 2008/11/06

السادة هيئة الأوراق المالية المحترمين،،،

تحية واحتراماً،،

لاحقاً لكتابنا رقم م س / 1412 تاريخ 2008/11/03 والذي تم إعلامكم بموجبه بتعيين السيد  
(إياد محمد فهمي جرار) مديراً تنفيذياً / دائرة الخدمات المصرفية للأفراد ، نرفق لكم طيه نبذة  
تعريفية خاصة به .

وتفضلوا بقبول فائق الاحترام،،،

محمد انور حمدان  
نائب المدير العام

(9)

هيئة الأوراق المالية الدائرة الإدارية السيدان ٩ تمثيل ٢٠٠٨ الرقم المتسلسل ٤٠٥٥٤ رقم الملف الجهة المختصة
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البورصة / ١١ / ٢٠٠٨

الإدارة العامة  
ص.ب ٢١٤٠  
عمان ١١١٨١ - الأردن  
هاتف: ٥٦٩٦٢٧٧ (+ ٩٦٢ ٦)  
فاكس: ٥٦٩٦٢٩١ (+ ٩٦٢ ٦)  
تليكس: ٢٢.٣٣٣ BJORJOAX

Head Office  
P.O. Box 2140  
Amman 11181- Jordan  
Tel: (+ 962 6) 5696277  
Fax: (+962 6) 5696291  
Tlx: 22033 Swift: BJORJOAX  
www.bankofjordan.com



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السيد / إياد محمد فهمي جزار  
١١/١١

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## **Education**

American University in Cairo  
New English School

June 1993 Bachelors of Economics – Egypt.  
June 1988 University of London ( GCE ).

## **Courses**

- The Quality Advantage.
- Up Your Service – Ron Kaufman
- Extra-ordinary Sales Leadership (Cohen Brown).
- Professional Writing Skills.
- Fundamentals of Invest Banking.
- Motivating people to develop outstanding customer relationships.
- Finance of foreign trade.
- Diffusion of anger & problem solving process.
- Customer Care Workshop.

## **Skills**

- High managerial skills.
- Ability to handle multi-tasks efficiently.
- Excellent relationship management.
- High analytical and productive thinking.
- Having a leadership spirit, with insistence to success.
- Managing staff with friendly environment, ensuring smooth flow of work and duties.
- Perfect command of Arabic & English languages.
- Excellent hold of computer skills.
- Strategic thinker.

**References are available upon request.**

## **Eyad Jarrar**

Mobile	:962799001757	DOB	16/11/1971
Office	:5600000-2195	Nationality	Jordanian
Residence	:96265349007	Marital status	Married
Email	:Lynneyad@hotmail.com	Location	Amman

## **Experience**

### **ArabBank      August 2007 – Till Date – District Manager- Amman-Jordan**

- Heading and managing the assigned branch distribution.
- Deputizing Head Of Retail as when required.
- Senior Member of the recruiting committee.
- Setting plans to achieve target ( financial / non financial).
- Setting / revising the head-count capacity and measuring productivity.
- Proposing and following up expansion plans.
- Launching incentive schemes to increase sales within pre-approved budget.

### **NBQ      March 2007 – July 2007 – Head Of Branches – UAE**

- Heading and managing the distribution ( branches , sales and call center).
- Responsible for Recruitment, Expansion, off-sight ATM distribution and Service Quality.
- Proposing and approving jointly with credit and marketing new products launch in line with the market needs.
- Launching incentive schemes to increase sales.

### **MashreqBank      2006 – 2007 – Vice-President – Retail Banking Group.**

- Heading and managing the branch distribution of Sharjah and N.E
- Managing a headcount exceeding 130 staff.
- Responsible for a portfolio exceeding AED 1.7 billions (Assets/Liabilities).
- Responsible for an annual profit exceeding AED 60 Millions.

**MashreqBank      Sept'05 – April'06 – Projects Manager - AVP – Retail Banking Group.**

- Develop an effective branch expansion plan inline with the overall Branch Distribution strategic priorities and goals.
- Revise end to end internal processes and develop in line with the business requirements.
- Re-engineering work-flow to reduce TAT for Credit Cards, Account opening and Personal loans in a manner to reduce / eliminate time consuming factors.
- Identify new locations and conduct market studies related to population, demographics and customer flow in execution of the set expansion plans.
- Prepare the Required Budget, Project Cost, P&L analysis, breakeven goals and Staffing capacity.
- Approve lay-outs for branches proposed by internal/external architects as well as the Int'l Consultants based on business requirements.
- Manage all projects related to branch distribution including restructure of positions and roles.

**MashreqBank      June'04 – Sept'05 Branch Manager - AVP – Sharjah Main. Deputy District Manager.**

- Managing a branch portfolio of AED 700 Million (Assets / Liabilities).
- Responsible for an annual profit exceeding 28 Million.
- Deputizing the district manager as when required.
- Identifying new business opportunities through productive research/analysis.
- Setting financial / non financial goals and ensuring targets are exceeded.
- Minimizing attrition ratio by increasing customer satisfaction and loyalty.
- Monitoring branch resources and evaluating staff performance.
- Ensuring strict implementation of operating procedures as per the " SOP ".
- Spot check on different departments ensuring full compliance.
- Proposing Business recommendations supported by market research.
- Delegating Authority to other Managers and ensuring proper use.
- Approving deviations within delegation to maximize business opportunities.
- Managing 32 direct staff efficiently.

**MashreqBank      May 2001 – June 2004 Branch Manager – Fujairah.**

**MashreqBank      Jan 1997–May 2001 Various Positions– AUH**

**June 1993 – Jan 1997 various positions in Banks-Organizations.**