



الشركة العربية الألمانية للتأمين م.م. ع.م.
ARAB GERMAN INSURANCE CO. LTD.

رأس مال الشركة (5) مليون دينار أردني - تأسست عام 1996
Capital J.D (5) Million - Est. 1996

APPOINTMENT- AGIC- 4/6/2003

لعمري
للأمين
اللائحة

التاريخ : ٢٠٠٣/٦/٢

الإشارة : ع/أ/د/أ / ٢٨٨

معالي رئيس مجلس المفوضين الأكرم

هيئة الأوراق المالية

تحية واحتراماً وبعد ،،،

عملاً بأحكام المادة (٢١) من تعليمات الإفصاح والمعايير المحاسبية الخاضعة
لرقابة هيئة الأوراق المالية رقم (١) لسنة ١٩٩٨ ،
فأرجو إعلامكم بأنه تم تعيين السيد / لؤي أبو عبيد في الشركة العربية الألمانية للتأمين
بوظيفة مساعد المدير العام لشؤون تأمينات الحياة والصحي والتسويق إعتباراً من تاريخ
٢٠٠٣/٦/١ ، علماً بأن المؤهلات العلمية والخبرات العملية للسيد / لؤي أبو عبيد حسب
السيرة الذاتية (المرفقة) .

وتفضلوا بقبول فائق الاحترام

المدير العام للوكالة

إيلين حداد

نسبة ليون
+ ارت
٢٠٠٣/٦/٢



المكتب الرئيسي :
جبل عمان ، شارع الملكة مصباح
ص.ب ٢١٢٦٤٠ عمان ١١١٢١ الأردن
تلكس RIADAHJO ٢٣٠٨٨
هاتف ٤٦٤٧٣٣٣ / ٤٦٤٨٥٥٥
فاكس ٤٦٤٥٨١٦ (٦-٩٦٢)
سجل تجاري رقم ٣٠٧
بريد الكتروني: agi@agi.com.jo

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E-mail: labuobeid@hotmail.com

Lu'ai N. Abu Obeid

Objective

Achieve a high managerial position that utilizes my academic and professional skills in the field of business management. A professional position in an institution that provides growth and career advancement.

Experience

April 2002 - Present

CareNow Health Insurance Management Co.; Amman, Jordan

General Manager

- Responsible for setting-up the Company Strategy & Objectives.
- Responsible for following-up all company Operations.
- Responsible for Company Marketing and Sales.
- Responsible for Company Bottom Line Balance Sheet and Income Statement.
- Responsible for Facilitating Re-insurance for participating insurance companies.

July 2000- April 2002

Arab Orient Insurance Co.; Amman, Jordan

Director - Medical Insurance

- Responsible for setting-up the Medical Department Strategy & Objectives.
- Responsible for the Operations: Production, Underwriting, Claims, Provider network, Computer system, Customer Care, Accounting
- Responsible for Medical Expenses Insurance Marketing.
- Responsible for Medical Expenses Insurance Corporate Sales.
- Responsible for Medical Expenses Re-insurance Treaty.

June 1998- July 2000

Arab German Insurance Co.; Amman, Jordan

Group Production Manager/ Life & Medical Insurance

- Responsible for Corporate Sales and follow-up (270 Accounts).
- Responsible for Sales and Marketing strategy set-up.
- Responsible for corporate accounts after sales service.

October 1997- June 1998

MedNet-Jordan (TPA); Amman, Jordan

Production Manager

- Responsible for Underwriting and policy administration operations.
- Responsible for training of the participating insurance companies.
- Responsible for marketing of medical expenses products through the participating insurance companies.

January 1996- October 1997

N&N Contracting Co.; Irbid, Jordan

Financial & Administrative Manager

- Responsible for Accounting Department.
- Responsible for Human Resource Department
- Responsible for Information Technology Department.
- Responsible for Warehouse.

Education

1994-1995 University of Salford England, UK

MSc International Business.

- *International Finance.*
- *International Marketing.*
- *Human Resource Management.*
- *Corporate Strategy.*

1989-1994 Yarmouk University Irbid, Jordan

BSc Banking and Financial Sciences. (English Language Minor).

Other Degrees

1994 University of Salford England, UK

Access Course.

Research

1995 University of Salford England, UK

Women Managers in the International Environment.

Training Courses

2001 ZARIS Insurance Consultant Limassol, Cyprus

Marine, Fire, and Liability Underwriting

2001 C&T Division Amman, Jordan

Marketing Planning Course.

1999 Arab German Insurance Co. Amman, Jordan

Marketing Life & Medical Insurance Course.

Memberships

- *BUPA-International Advisor (Jordan Territory)*
London, UK
- *Member of the Chartered Insurance Institute.*
London, UK

Languages

- *Arabic: Fluent.*
- *English: Fluent.*

References

- *Furnished Upon Request.*