

Subject: Application for Franchise

Date: 29/06/2020

Dear Grease Monkeys Team,

We are extremely interested in joining the Grease Monkey family by opening a Grease Monkeys franchise somewhere in the Obhur area in Jeddah. I have included a copy our resumes for your perusal. We believe from our education and experience in business our partnership will be a true asset to the Grease Monkeys name.

We are pursuing a franchise opportunity with you through a partnership, with a combined experience of over 20 years across multiple industries. We plan to sustain a long-term relationship through managing the franchise with our experience and the franchise guidelines set up by your esteemed organization.

After reviewing our application and resumes we would love to set up a meeting with your team. You can give us a clearer picture of the corporate structuring and franchising fee schedule. We look forward to hearing from you.

Best Regards,

Wael Bajouda

IBRAHIM M. ALWAZIR

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Chief Financial Officer with eighteen years of experience in leading multinational companies currently with Saudia Aerospace Engineering Industries, previously with Bupa Arabia and Procter & Gamble respectively. My business background includes various industry experience covering shareholders relationship management, financial analysis, commercial business development, risk management, actuarial-insurance pricing, corporate finance, profit-cash forecasting, cost-budget management and internal controls. Self-motivated with a winning attitude, strong leadership, action oriented, proven people management and talent development skills combined with business acumen to deliver against stretch objectives in leading positions.

WORK EXPERIENCE

Saudia Aerospace Engineering Industries

Jeddah, Saudi Arabia

Chief Financial Officer, November 2017 – Present

- Key member of the executive team in setting the company's strategy and transformation plan.
- A key member of the organizational assessment committee, responsible of capability evaluation and identifying talent for future leadership roles.
- Chairman of the organization fairness committee.
- Leading the whole finance department covering all financial matters including budgeting, treasury, investments, accounting, fixed assets, financial analysis and cost control.
- Initiated a functional transformation of building an efficient and lean finance organization by reducing headcount by thirty percent yet embedded new roles of financial analysis, cost control and budgeting capabilities within the function.
- Partnered with external consultants in building the company five year business plan. Setting up short- and long-term strategy for the company.
- Led the discussion with the banks and the holding team on restructuring the company's strategic investment loan.
- Revamped the whole profit and cost center structure enabling different business segment P&L reporting, thus embedding fiscal responsibility on the organization.
- Revamped the whole budgeting process moving from a top to bottom centralized approach, to a bottom up collaborative and engaging approach involving all business units.
- Initiated automation and productivity in financial processes such as cancelling manual cheques, launching new system to automate account payable processes, created vendor management team, leveraged existing company systems and established automated linkage with our banking systems for our day to day transactions resulting in better more reliable reconciliation.

Bupa Arabia Insurance

Jeddah, Saudi Arabia

Director Commercial Finance, July 2014 – September 2017

- Managed a team of fifty in analyzing and pricing insurance products worth around eight billion Saudi Riyals in revenue.
- Led and guided the company in achieving fifty percent growth in gross margin and double the growth in profit.
- Improved the profit margin of the company by additional three percent by preventing many potential losses on the company by proactively analyzing the company's book of clients and guiding the company to make sound business decision making.
- Initiated and led a functional transformation of building internal actuarial, underwriting and analysis capabilities within the team.
- Double digit increases and improvement across the board in people survey scores and huge improvement in localizing talent from twenty to eighty percent.

Procter & Gamble

Jeddah, Saudi Arabia

Plant Finance Group Manager, October 2012 – June 2014

Group Manager Corporate Finance & Joint Venture Relationship Management, January 2009 – September 2012

Profit Forecasting Manager, Arabian Peninsula Financial Planning Division, September 2007 – December 2008

Senior Financial Analyst, Customer Business Development Division, July 2005 – August 2007

Senior Financial Analyst, Arabian Peninsula Fabric & Home Care Division, July 2004 – June 2005

Financial Analyst, Arabian Peninsula Health & Personal Beauty Division, October 2002 – June 2004

EDUCATION

University of California, Los Angeles, 2015 – 2017

Anderson School of Management

Executive Education - Nazer Leadership Program, Healthcare Management

Arizona State University, 1998-2002

Tempe, Arizona USA

Bachelor of Science in Finance Cum Laude

GPA: 3.5 Dean's Honor List

SKILLS & ACHEIVEMENTS

- Consistent high-level scores in leadership, developing talent, building effective teams and driving results from various accredited assessments such as Birkman, Talent Q and Hogan.
- Awarded Procter and Gamble Arabian Peninsula Manager of the year award for 2013.
- Awarded Procter and Gamble Arabian Peninsula Trainer and Coach of the year award for 2012.
- Time & Self-Management certified trainer. Corporate Athlete certified trainer.

Wael Hamza Bajouda

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An experience Finance professional with a Master's Degree in Corporate Finance. Highly analytical and result driven with a love for strategy, my goal is to create value by leveraging my experience in Financial Analysis, Cost Control, Budgeting, Pricing, Revenue Optimization, Financial Modeling, Corporate Finance, and Commercial Business Development.

EXPERIENCES

Saudia Aerospace Engineering Industries

Jeddah, KSA

Financial Controller, Aug 2018 – Present

- Lead a company wide billing revamp in order to optimize revenue with a mega customer, increasing revenue by 16% with an increased billing approval rate from 60% to 90%.
- Managed revenue, material, and repair cost bottom up budgeting by business segment, participating heavily in the complete revamp of the company's budget approach.
- Partnered with top industry consulting companies on developing the five-year financial business plan for the company.
- Drove a company wide cost analysis on material and repair cost in order to understand main cost elements and to drive cost saving initiatives.

Bupa Arabia

Jeddah, KSA

Senior Manager – Commercial Finance, Jan 2018 – July 2018

- Managed the control process and payments to medical providers, reporting financial data and Third-Party Administrator (TPA) reconciliation.
- The creation of a separate data base dedicated to TPA service; leading to increased productivity and decreased risk due to a cohesive reporting environment.
- Ensured increased employee moral by insuring adequate training and exposure through individual project management.

Bupa Arabia

Jeddah, KSA

Manager – Commercial Finance, Nov 2014 – Dec 2017

- Steered the P&L by segment analysis which resulted in a better understanding on the profitability of the business segments and enabled key decisions related to specific segments.
- Managed the creation of "Contract Performance Attributes Analysis" report for key clients which enabled proactive claim cost management and ultimately contributed to a faster renewal process in which these clients were retained.
- Led to major improvements in the knowledge base for the department by creating a full guideline on key terminologies and concepts within insurance.

EDUCATION

THE OHIO STATE UNIVERSITY JULY 2013 - MAY 2014

Columbus, OH

Fisher College of Business

Master of Finance, Corporate Finance Track

GPA 3.5 Out of 4.00

KING FAHD UNIVERSITY OF PETROLEUM & MINERALS SEP 2006 - MAY 2012

Dahran, KSA

Collage of Industrial Management

Bachelor Degree in Finance with Second Honors

GPA 3.26 Out of 4.00