

Usman Sikandar

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EXPERIENCE

Saudi Fransi Capital (Credit Agricole) – Saudi Arabia

May 2006 - Present

Managing Director, Head of Investment Banking

Responsible for managing SFC's Investment Banking business in Saudi Arabia

Origination and Execution

- Develop and maintain relationships with Saudi and GCC business groups, family offices & corporates
- Originate M&A, equity and debt capital markets business
- Provide financial advice to clients that includes restructuring of existing businesses, M&A advisory (sell side and buy side), debt and equity capital raising and set-up of new businesses (including advice on JVs with domestic or international partners)
- Coordinate with other departments within the Group to execute SFC mandates
- Manage the execution of transactions from start to finish i.e. origination, structuring, distribution and closing
- Interact with various regulators such as CMA, SAMA, CITC etc to get necessary regulatory approvals

Management

- Set-up the investment banking business from scratch. Currently SFC is one of the top investment banks in Saudi Arabia with leading position in ECM, DCM and M&A
- Meet revenues and profitability targets of Investment Banking business
- Set-up internal policies and procedures
- Coordinate with the back office (IT, settlement, accounting and finance etc) to provide seamless execution to clients

Merrill Lynch – Canada

Aug. 2003 – March 2006

Capital Markets and Finance

Responsible for covering corporates to meet their equity and debt financing needs

- Originated and executed capital markets mandates
- Analyzed client's capital structure and financing needs and recommended fixed-income products involving plain-vanilla, structured finance, liability management, private placement and derivative instruments
- Negotiated terms (pricing, tenor, covenants etc) and co-ordinated transaction management of capital markets transactions with client, legal counsel, sales and syndicate
- Structured debt financing package to support M&A transactions
- Supervised the preparation of capital market presentations

JPMorgan – Canada

Aug. 2000 – July 2003

Global Corporate Bank

Responsible for research and analysis of major global/local corporates for prospective debt business; financial modeling and solutions; and presentations to clients

- Underwrote and executed debt transactions
- Coordinated with internal groups (i.e. bonds, equity, M&A etc.) to prepare presentations and market financial solutions, products and capabilities to corporates
- Developed financial models, assessed credit risk and performed due diligence to evaluate companies and standalone projects
- Prepared credit approval packages for various clients in oil & gas, telecom, mining, retail, media, and forest product sectors
- Conducted periodic reviews and prepared strategic outlook of exposure to clients
- Prepared term-sheets and credit agreements in-coordination with clients and lawyers

JPMorgan – Pakistan**Feb. 1997 – May 2000***Equity Research*

Responsible for covering corporates in oil & gas, telecom, financial and chemical sectors to identify and market investment opportunities

- Developed comprehensive financial models and prepared company valuations based on in-depth industry and company analysis
- Wrote research reports and made investment recommendations
- Prepared presentations and marketed Pakistani equities to JPMorgan's clients in Singapore, Hong Kong, London and New York
- Leveraged industry knowledge and contacts to identify potential business for corporate finance

Shell Pakistan Limited – Pakistan**Aug 1996 – Feb 1997***Retail Representative – Mktg & Retail*

Responsible for sales and marketing of Shell products in four districts.

- Supervised 72 retailers across 4 districts.
- Worked closely with retailers to design cooperative marketing programs.
- Conducted market research and tracked competitor activity.

EDUCATION**Lahore University of Management Sciences - Pakistan****1994 – 1996**

Master of Business Administration (Gold medal in Corporate Finance)

University of Engineering & Technology - Pakistan**1988 – 1993**

Bachelor of Engineering (Electronics and Communications)