

Zain Bin Ishaq

Apt. 2010, Gate Tower 3, Al Reem Island, Abu Dhabi, UAE 858
+971 (55) 897-3296, zain.bishaq@gmail.com

EMPLOYMENT HISTORY

Mashreq Bank

Assistant Relationship Manager, Contracting Finance, Corporate & Investment Banking Group

Abu Dhabi, UAE
Jul 2014 – Present

- Structured and underwrote debt for construction projects valuing over USD 6 billion
- Leading syndication for financing Abu Dhabi Midfield Airport Terminal project valuing USD 3.5 billion
- Part of syndication that raised USD 325 million debt for a top 25 international contractor
- Monitoring projects through assessing payment certificates, maintenance of cost and payment tracking sheets and site visits
- Providing end-to-end coverage for trade transactions amounting USD 400 million a year
- 'Lean Champion' for the team leading process improvement and end-to-end transactional troubleshooting

Standard Chartered Bank

Associate, Wholesale Banking

Lahore, Pakistan
Dec 2012 – Jul 2014

- Underwrote financing facilities of USD 300 million for Global, Local and Public Sector entities
- Delivered 100% growth in assets and 25% growth in portfolio revenue
- Underwrote financing for import of USD 30 million bottling plant for Coca Cola Pakistan
- Structured and executed a cash-backed LC transaction that generated USD 1 million revenue and won best deal of the year award
- Liaised with global relationship teams to conduct sales pitches for clients including Total, Coca Cola, Nestle, Pepsi and Samsung

Bank Alfalah Limited

Associate, Corporate & Investment Banking Group

Lahore, Pakistan
Aug 2010 – Dec 2012

- Underwrote financing facilities of USD 100 million for manufacturing and power generation and distribution companies
- Staffed in syndication team that raised USD 1 billion debt for financing a fertilizer plant, also the largest greenfield project in Pakistan

Management Trainee

Aug 2009 – Jul 2010

- Earned 1st position at the end of the 6 month training course covering theory of all aspects of banking
- Project lead for a Gov. to Person (G2P) project for setting up ATM card distribution centers for cash transfers to flood victims
- Delivered 150,000 cards within tight deadlines, earning recognition from Chief Minister of Punjab and Co-Chairman of the bank

The Resource Group (TRG)

Customer Support Executive

Lahore, Pakistan
Jan 2007 - Feb 2008

- Customer support and data analytics for corporate and SME clients in USA through outsourced subsidiary

British American Tobacco

Intern

Lahore, Pakistan
Summer 2008

- Focused study on the wholesale market to highlight causes of price variations and distortions in demand forecast

EDUCATION

GMAT: 710 (91st percentile)

Lahore University of Management Sciences (LUMS)

B. Sc. (Hon) - Economics & Political Sciences

Lahore, Pakistan
2005 – 2009

EXTRACURRICULAR & COMMUNITY ACTIVITIES

- Raised funds for emergency relief and reconstruction of houses for poor communities affected by floods
- Lecturer for The Princeton Review Lahore, participated in teaching SATs to students from lower income households
- Trek leader in LUMS Adventure Society (LAS) – led various mountaineering expeditions with highest ascent of 20,000 ft.

LANGUAGES

- Urdu: Native
- English: Fluent (speaking, reading, writing)
- Arabic: Basic / Learning

ADDITIONAL SKILLS

- Course on Terms & Conditions of Construction Contracts from 'The International Federation of Consulting Engineers' (FIDIC)
- Currently pursuing Project Management Professional (PMP) certification
- Proficient in MS Office (Word, Excel, PowerPoint, and Outlook) & Moody's Analytics
- Programming experience in Visual Basic and C++