

ZUBAIR SMALL ENTERPRISES TEAM

Our team has an impressive track record in the field of business incubation and support structures for entrepreneurs. With our understanding of the Sultanate of Oman business landscape, we offer all our members a level of service and expertise that is difficult to rival.

As a lead body in the Sultanate for business incubation and one of the key and most active driving forces in the area of small enterprise support, we guarantee a highly professional and unprecedented service by a team who deliver quality advisory, a wealth of knowledge across regions, an excellent understanding of business support structures, links to national and regional policy makers, and access to funding streams all in a very personable approach.

HANI OBEID

Advisory Board Member



Hani Obeid is a globally-experienced executive and thought leader with over twenty years in extensive business transformation, management consulting, performance measurement, strategy, project/programme management, corporate development, business planning and implementation, e-commerce, corporate leadership and technology experience. He is currently Vice President for Redline Communications, a creator of powerful wide-area wireless networks for the most challenging locations and mission-critical applications located across 15 countries. He has advised small and medium sized corporations in both the Americas and the Middle East region since the early 1990's.

He is a corporate leader and relationship builder who manages various programmes for clients in both the public and private sector ensuring timely delivery of corporate objectives meeting common visions of success. He is results-focused and an effective leader with proven ability to start up new business streams, create standards and enhance internal processes.

Hani is a trusted resource to CXO's in both the public and private sectors and has worked with entrepreneurs at Zubair SEC since its inception in 2013 as he was one of founding management members of the Centre. Hani is a Certified Management Consultant from the International Council of Management Consulting Institutes, Green Belt Six Sigma Certified, a member of the Project Management Institute with a Bachelors of Science in Marketing Management from Oregon State University and an MBA from the University of Ottawa in Canada.

ADEL AL-HUBAISHI

Business Advisor



Adel Al-Hubaishi holds over 15 years of experience locally and globally in the area of management and business advisory.

Having been a team leader at international organisations for more than a decade and a Group General Manager of a holding company made of six independent subsidiaries managing 15.5M Bahraini Dinar worth of assets, Adel was able to develop a solid and practical foundation of the challenges and opportunities that many small and medium enterprises face. His skills centre on Business Development, Marketing, Strategic Planning, and Contract management, to name a few. Adel seeks to make a difference in people's lives. With his diverse experience and proven track record, he delivers distinctive consulting and training services while making sure the advice he passes is beneficial and practical for the entrepreneurs he consults.

LINA IZZAT HUSSEIN

Communications Manager



With extensive years of experience in establishing and heading Corporate and Marketing Communications departments and advising on Sustainability and Corporate Responsibility for leading companies in the Middle East, Lina has developed a strong professional backbone in management and strategy.

At the heart of her professional experience lies Strategic Planning, Corporate Responsibility (CR), Sustainability, Sustainability/CR Reporting, Corporate Communications, Integrated Marketing Communications (IMC), Stakeholder Engagement, Brand Management, and Corporate Identity Management; essential expertise that blend with her Master's degree in Strategy & Marketing from The University of Warwick in the United Kingdom, backed by a dissertation developed through empirical field research on the strategic drivers for corporate responsibility in the Middle East & North Africa. Lina is also a Certified Shared Value Consultant, bringing in latest global best practices in strategic social contribution through business.

As a strategist with a career endeavour fixated on sustainability, one of Lina's strongest advisory focus areas is sustainable development through corporate responsibility. She assists all sizes of enterprises to move from a mere business-flavoured corporate identity into an earned reputation of responsibility and significant social impact through focused strategies for the creation of shared value. Designing and managing bridging programs between the private sector and civil society organisations towards sustainable development is also a major part of her work and passion.

ALI SHAKER

Business Advisor



Ali Shaker has developed and sharpened analytical, management and leadership skills through professional education and over a decade worth of experience in Risk Assessment, Investment Banking, Financial Accounting, Business Development, Sales, Business Consulting, Personal Development, Training, Project Management, Entrepreneurship and Leadership.

Ali has spent the last decade in a variety of industries locally and globally working for several multinational firms as a Risk Analyst, Finance Manager, Business Council, Business Development Manager, and Country General Manager.

Among his significant previous positions, Ali served as a Business Council for an International Group, being in charge of the Middle East Markets, and helped over 200 entrepreneurs to start their own businesses as agents and representatives in their local markets in different countries. Ali provided those entrepreneurs with continuous support, motivation, business consultation, inspiration and personal development to help them succeed in very challenging markets.

Ali holds a Bachelor of Science degree in Banking & Finance from the University of Bahrain, and Pre-Business Studies from Saint Cloud State University – USA.

AMER WAKIM

Office Manager



Amer has over 9 years of experience in project management and human resources development within large and multidisciplinary organisations including Orbit Radio and Television Network (OSN), IMC Middle East (a recognised centre by Chartered Management Institute, CMI UK), and White Store (Apparel - international franchise) as Senior Manager of Administration. Amer's professional experience is strengthened by Level 5 Diploma in Management and Leadership and Level 7 Diploma in Strategic Management and Leadership by the CMI UK, which is equivalent to the postgraduate Master's Degree according to the Ministry of Higher Education Framework, UK.