

# AHMED H. ALREFAI

15 Mohamed Qablan, Kursi, Amman, JORDAN 11118

[aharefai@gmail.com](mailto:aharefai@gmail.com)+962795649955 (cell)

---

## Professional Experience

**General Manager:** Jordan Poultry Processing and Marketing Co; Nov 2015.

**JPPM** is a public share holding company with a turnover of \$65 million and 550 employees.

-it has 8 chicken farms.

-a slaughter house with a capacity of over 80000 birds a day.

-a protein factory.

**Economic and Financial Advisor and Banks' representative:** Middle East Specialized Cables (MESC-Jordan); Nov 2014.

-Supervise a syndicated loan of \$100 million that was extended to the company by Capital Bank, Housing Bank and Jordan-Kuwaiti Bank. -

-Follow up sales, marketing and cash flow of the company to make sure it can payback the debt.

-Member of the Steering Committee that is composed of the Chairman of the Board of the Company and the Chairman of the three banks.

-Member of the Auditing Committee of the Board of Directors of MESC.

**C.O.O :** Sayegh Industrial Group, Amman, Jordan; July 2013.

**SAYEGH** is one of the largest conglomerates in Jordan with branches in more than 12 countries (NATIONAL PAINTS), employs worldwide over 3000 workers with turnover of more than \$500 million.

-Manage and Direct five factories: National Canning, National Lock, Ittihad for engineering Industries, National Lube Oil and National Oil and Petrochemical Storage Facility in Aqaba.

- supervise more than 350 employees.

-Prepare, supervise and submit the budgets of the factories to the board.

-implement the strategies of the board.

**CEO and GM:** Jordan Petroleum Refinery Company (JPRC), Amman, Jordan; Jan, 2004 – Jan, 2010.

**JPRC** is the only downstream company in Jordan with 50 years concession (extended annually after its expiration in 2008) and the largest public shareholding company.

-Manage and supervise 4200 employee.

- Prepare and implement the budget of the largest Jordanian public share holding company with annual turnover of over 4 billion USD.

- Lead all company's activities including importation of crude oil/refined products, crude oil refining, storage, and distribution. Manage three LPG filling facilities and a lube oil factory.

-Supervise all company procurement and purchases totaling 3.5 billion USD annually.

- Deal with labor union and syndicates (petrochemical employees, engineers, truck drivers, and owners of cylinder distributor and gas stations).

-Improve labor conditions and stimulate labor productivity by increasing salaries and incentives.

-Restructure the organization of the company with the help of Sofreco-Axens.

-Full automation and integration of company's activities in all locations.

**Commissioner, Revenues and Customs:** Aqaba Special Economic Zone Authority (ASEZA), Aqaba, Jordan; Nov, 2000 – Dec, 2003.

**ASEZA** is the largest free zone area at the Red Sea in Jordan with its own laws and regulations, governed by six commissioners .

-Transfer and uplift the city of Aqaba and its port into a free economic zone with multipurpose activities (logistic industry & tourism).

- Prepare all the legislations, infrastructure and employment of the zone.

- Direct supervision of 500 employees in the commission of customs and revenues division.

**Economic Expert:** Gulf Org. for Industrial Consulting, Doha, Qatar; July, 1998 – July, 2000.

Studies accomplished : **“Dynamics of Oil Markets”** , **“The Impact of the European Tax of the Aluminium Industry in the Gulf Cooperation Council States”** , **“Geopolitics and Gas”**, **“The Impact of Arab Free Trade Area on Investment in the Arab Countries ”**, **“Ways of Export Promotion in the GCC Countries”**, **“Dumping Problem in the GCC Countries”**, **“A preliminary Study for Merger of the Saudi Cement Companies”**, **“A Pre-Feasibility Study of Gas Pipeline Network in the GCC Countries”**, **“Annual Economic Report of the GCC Countries for 1999”**, **“Mergers of Small Scale Industries in the GCC Countries”**.

**Network in the GCC Countries”**, **“Annual Economic Report of the GCC Countries for 1999”**, **“Mergers of Small Scale Industries in the GCC Countries”**.

### **Educational Experience**

**Director:** Center for Consulting Technical and Community Services at Al Al-Bayt University, Mafrak, Jordan; Jun, 1996 – Jun, 1998. **Assistant Dean and Economic Department**

**Chairman:** College of Business & Commerce, Al al-Bayt University. Mafrak, Jordan; Aug, 1995 – Jun, 1996.

Taught Advanced Macroeconomics Theory and Labor Economics.

**Assistant Professor:** Department of Finance, Philadelphia University, Amman, Jordan; Aug, 1994 – Jun, 1995.

Taught Undergraduate courses in international Banking System, Statistics, Financial Management, Investment, Project Evaluation and Cost-Benefit Analysis.

**Assistant Professor:** Department of Economics, Illinois State University, Normal, Illinois, USA; Aug, 1990 – June, 1994.

Taught Undergraduate courses in International Trade, International Monetary Theory, Principles of Macroeconomics, Intermediate Macroeconomics, Intermediate Microeconomics and Principles of Microeconomics.

## EDUCATION

**Doctor of Philosophy** in Economics, January 1992. University of Illinois at Urbana – Champaign, USA. Dissertation : Stabilization Policies in Less Developed Countries, The Case of Jordan.

**Master of Science** in Economics, May 1989. University of Illinois at Urbana – Champaign.

**Bachelor of Science** in Economics, January 1987. Yarmouk University, Jordan.

**Concentration** : International Trade and Finance, Monetary Theory and Policy, Public Finance.

## Board Membership

**Board Member and Auditing Committee member:** Union Bank for Saving and Investment, Amman, Jordan; Feb, 2006 – Jan, 2010.

**Board Member:** National Energy Research Center, Amman, Jordan; Jan, 2004 – Jan, 2010.

**Board Member:** Darat holding company, Amman, 2010.

**Member of Board of Trustees:** Hashemite University, Zarka, Jordan, 2009.

**Member of University Council:** Al al-Bayt University, Mafrak, Jordan, 1996-1998.

## STUDIES & PUBLICATIONS

- “The Impact of Globalization on the Arab Private Sector: The Challenge of Mergers”, *Emirates Center for Strategic Studies, 2004.*

- “Research Methods for Business and Economics” *Text Book, Dar Wa’el Publishing Co. Amman, Jordan 1998.*
- “The Determinants of Foreign Reserves in Jordan” *Al Manara Journal, Al al-Bayt University, 1998.*
- “Is the Money Demand in Jordan Stable” *Al Manara Journal, Al al-Bayt university, 2000.*
- “Saving-Investment Gap in the Gulf Countries”, *Industrial Cooperation Journal, GOIC, Qatar, 1998.*
- “The Socio-Economic Aspects of Structural Adjustment Policies, The Case of Jordan ” *A study submitted for the Population Council, 1997.*
- “St. Louis model, The Case of Jordan” *Al Manara Journal, Al al-Bayt university, 1997.*
- “Jordan’s Debt Crisis and the Structural Adjustment Program”, *Arab Economic Journal, No. 7, 1997.*
- “The Impact of the Unified European Market on Arab Banking Sector”, *Emirates Center for Strategic Studies, 1997.*
- “Jordan External Sector” *monograph, Center for Strategic Studies, University of Jordan, 1997.*
- “Principles of Macroeconomics, Theory and Application” *1996, 3rd Edition, 1999.*
- “Arab and Jordanian Financial Industry” editor, *Al al-Bayt University Publication, 1997.*
- “The State of the Economy Report” *A Study implemented by the Center for Strategic Studies, 1996, The University of Jordan.*
- “Role of Jordanian Universities in Providing Proper Conditions for Investment” *Team Work Submitted for MENA Conference, 1995.*
- “Ibn-Khaldoun (1332-1406) : Connecting the Political and Business Cycle”, *Arab Studies Quarterly 1994, USA.*
- “Economics of Education”, *Editor, University of Jordan, 2000.*

#### **CONFERENCES, SEMINARS & OFFICIAL VISITS**

- Energy Charter Industry Advisory Panel, Milan, Italy, April 2009.
- UOP Refining Seminar, Vienna, Austria, November 2008.
- AEGPL 2008 Exhibition, Milan, Italy, May, 2008.
- Automation Roadshow – Process Automation, "Speaker" (Liberalization of the Oil Sector in Jordan), Amman, Jordan, May, 2008.
- 8<sup>th</sup> Annual Middle East Refining Conference, Abu Dhabi. UAE, Feb 2007.
- Africa Middle East Forum, Kruger Park, South Africa, Feb 2007

- Shell Global Solutions, The Executive Summit, London, July 2006.
- Petrol World Asia Conference, “Speaker” (JPRC Preparation for a Competitive Environment) Kuala Lumpur, June 2006
- International Refinery Forum, Dubai, UAE, December, 2005.
- The 12<sup>th</sup> Session For The Jordanian Egyptian Business Council, Jordanian-Egyptian Business Council, Cairo, 2005.
- The 6<sup>th</sup> Annual Conference on Refining and Petrochemicals in The Middle East, “Speaker” (JPRC Future Challenges) Dubai, 2005.
- Oil & Gas Pipelines in the Middle East, UAE, October, 2004.
- Bo’ao Energy Forum for Asia (Energy Cooperation and Development), Iran, July, 2004.
- Middle East Petroleum & Gas Conference, Kingdom of Bahrain, May, 2004.
- Visit to Egyptian Maintenance Company and some of its operation location, May 2004.
- Towards a Cashless System, BGS Partner Meeting, Austria, June 2003.
- Supply Chain Security and Trade Facilitation, World Customs Organization (WCO), Brussels, Oct 2002.
- Submit a Paper about Aqaba Special Economic Zone, Arab Customs Meeting, Brussels, June 2002.
- Meet Secretary General of the World customs Organization to apply for an observer status for ASEZ customs in the WCO, Brussels, May 2002.
- Visit Dubai Ports, Jabal Ali Free Zone Corporation and Dubai International Airport Free Zone, March 2002.
- Meet Hong Kong Commissioner for Customs, Hong Kong, Nov 2001.
- Business Association Advocacy Study Visit in the USA, Access to Micro Finance & Improved Implementation of Policy Reform (AMIR) Funded by USAID, Jun 9-23, 2001.
- Public-Private Partnership, British Trade Center and Qatar Ministry of Finance, Economy and Commerce, March 2000.
- Export Finance and Guarantee Programs in the GCC States, Fifth Annual Meeting, GCC Council with Cooperation with Islamic Development Bank and Bahrain Chamber of Commerce, 2000.
- Third Annual Meeting of the Industrial Companies Investment Forum in the GCC Countries, Doha, Nov 1999.
- WIPO Arab Regional Seminar on the Implementation & Enforcement of the Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS Agreement), WIPO & Qatar Ministry of Finance, Economy and Commerce, Oct, 1999.
- Seventh Annual Industrial Conference in the GCC Countries, Labor Policies in the GCC Countries, Doha, Oct 1999.

- Japanese Management Seminar on Productivity Improvement, Doha, March 1999.
- Third International Gas Conference, Doha, Oct 1999.
- The Impact of Qatar Membership in the WTO on the Private Sector, UNIDO and Qatar Ministry of Finance, Economy and Commerce, Oct 1998.
- The Impact of Arab Free Trade Area on Investment, Union of Arab Chamber of Commerce, Industry and Agriculture, Amman, Oct 1998.
- Integration of Fiscal and Monetary Policy in Jordan, Public Administration Institute, Mouta University, Jordan, July 1996.
- Commentator on a paper entitled “Basis of Building a Macroeconometric Model to Evaluate Economic Policies ”, Arab Planning Institute in Kuwait, Egypt, May 1996.
- Forced Migration Program (UNESCO Inaugural workshop with University of Oxford), Kenya, April 1996.
- Seminar for Qualifying Economics and Business Consultants, Institute of Management Consultants, Jordan Chapter, Feb 1996.
- Training Session at Harvard University, “The Competitiveness of the Jordanian Economy”, 1996.
- Chairman of Steering Committee, The Banking Day, Al al-Bayt University, 1996.
- Seminar on Population and Labor Force, Ministry of Planning, Jordan, 1995.