

Guide to MBA Recruitment in the Top 100 Companies in the Gulf States

EXAMPLE ENTRIES
October 2017



Click on the company name to be taken to the individual company entry. Please note: all information was correct at time of publication.

Bahrain

[Ahli United Bank \(AUB\)](#)
[Al Baraka Banking Group](#)
[Aluminium Bahrain \(Alba\)](#)
[Arab Banking Corporation \(ABC\)](#)
[Batelco \(Bahrain Telecommunications Company\)](#)
[BBK](#)
[Inovest](#)
[Investcorp Bank](#)
[Nass Group](#)
[National Bank of Bahrain \(NBB\)](#)
[United Gulf Bank \(UGB\)](#)

Kuwait

[Al Ghanim Industries](#)
[Gulf Bank](#)
[Kuwait Airways](#)
[Kuwait Energy](#)
[Kuwait Finance House](#)
[Kuwait Investment Authority \(KIA\)](#)
[Kuwait Petroleum Corporation \(KPC\)](#)
[Kuwait Projects \(KIPCO\)](#)

Kuwait (contd)

[M.H. Alshaya](#)
[National Bank of Kuwait \(NBK\)](#)
[Sultan Center \(The\)](#)
[United Arab Shipping Company](#)
[Zain - Mobile Telecommunications Co. \(formerly MTC\)](#)

Oman

[Ali & Abdul Karim Group \(AAKGC\)](#)
[Abu Hatim Group](#)
[Al Hassan Group of Companies](#)
[Al Kamil Power Company](#)
[Bank Muscat](#)
[National Bank of Oman](#)
[Omantel \(Oman Telecommunications\)](#)
[Oman Oil Company](#)
[Sarooj Construction Company](#)
[Shanfari Group of Companies](#)

Qatar

[Aamal Co](#)
[Al Khalij Commercial Bank](#)
[Ahli Bank](#)
[Barwa Real Estate](#)
[Commercial Bank of Qatar](#)
[Doha Bank](#)
[Industries Qatar](#)
[Masraf Al Rayan](#)
[Ooredoo](#)
[Qatar Airways](#)
[Qatar Electricity & Water Co](#)
[Qatar Fuel](#)
[Qatar Gas Transport Co](#)
[Qatar Insurance Company](#)
[Qatar International Islamic Bank](#)
[Qatar National Bank](#)
[United Development Company](#)
[Vodafone Qatar](#)

Saudi Arabia

[Alinma Bank](#)
[Almarai](#)
[Al Rajhi Banki](#)
[Arab National Bank \(ANB\)](#)
[Banque Saudi Fransi](#)
[Dar Al Arkan Real Estate](#)

Saudi Arabia (contd)

[Etihad Etisalat Company \(Mobily\)](#)
[Kingdom Holding Company](#)
[National Commercial Bank](#)
[National Industrialization Co \(TASNEE\)](#)
[Rabigh Refining & Petrochemical Company](#)
[Riyad Bank](#)
[Samba Financial Group](#)
[Saudi Arabian Fertilizers \(SAFCO\)](#)
[Saudi Arabian Mining Co \(Ma'aden\)](#)
[Saudi Basic Industries Corp \(SABIC\)](#)
[Saudi British Bank](#)
[Saudi Cement Co](#)
[Saudi Electricity Co \(SEC\)](#)
[Saudi Hollandi Bank](#)
[Saudi Industrial Investment Group](#)
[Saudi Kayan Petrochemical Company](#)
[Saudi Telecom Co](#)
[Savola Group](#)
[Yanbu National Petroleum Company \(Yansib\)](#)

UAE

[Abu Dhabi Commercial Bank](#)
[Air Arabia](#)
[Al Sagr National Insurance Company](#)
[Arabtec](#)
[Aramex](#)
[Commercial Bank of Dubai](#)
[Deyaar Development](#)
[DP World Limited](#)
[Drake & Scull International \(DSI\)](#)
[Dubai Financial Market Company \(DFM\)](#)
[Dubai Investments](#)
[Emaar Properties](#)
[Emirates Airlines](#)
[Emirates Integrated Telecommunications \(Du\)](#)
[Emirates NBD Bank](#)
[Emirates Telecommunications Corporation \(ETISALAT\)](#)
[Etihad Airways](#)
[First Gulf Bank](#)
[Mashreqbank](#)
[National Bank of Abu Dhabi](#)
[National Cement Company](#)

Company Ahli United Bank (AUB)

Bahrain: Building 2495, Road 2832, Al Seef District 428, P.O. Box 2424, Manama, Bahrain.
Tel: +973 17 585858

UK: 35 Portman Square, London, W1H 6LR, UK.
Tel: +44 20 7487 6500

www.ahliunited.com

Key contacts

Marianne Macdonald, Head of Human Resources (London). Email: HR@ahliunited.com or aubuk.info@ahliunited.com
Faiza Saeed, Head of Human Resources (Bahrain). Email: HR@ahliunited.com
Girish Menon, Head of Talent Acquisition. Email: HR@ahliunited.com

How to Apply

The main careers pages can be found at [A Career with AUB](#). There isn't an MBA programme in operation although the Bank is always looking for professional people to join its ever-growing team. Careers range from traditional banking, to accountancy, credit specialist, information technology, marketing and human resources, to name but a few. With this in mind AUB is always happy to receive applications from motivated, experienced people looking to enhance their careers. CVs should be sent to HR@ahliunited.com.

International Opportunities

AUB's headquarters can be found in Bahrain, but it also has offices in London, Guernsey and across the Middle East region. This opens up a wealth of career opportunities to employees (although not MBA-specific), supported by an excellent remuneration package.

Key Dates

Subject to individual vacancy.

Additional Information

Ahli United Bank was established in 2000 following a merger between The United Bank of Kuwait PLC ("UBK") and Al-Ahli Commercial Bank B.S.C. ("ACB") and is a shareholding company engaged in carrying out banking activities in accordance with Islamic Sharia Principles. The Bank provides its products and services through two business segments: Retail and commercial Banking, and Treasury and investment Management. The Retail and Commercial banking segment comprises a range of banking operations covering credit and deposit services provided to customers. The Treasury and Investment Management segment includes correspondent banking, clearing, money market, foreign exchange, sukuk, other treasury and miscellaneous operations, proprietary investment, securities trading activities and fiduciary fund management activities. The Bank uses a common marketing and distribution strategy for its commercial banking operations. The Bank's principal subsidiary is Kuwait & Middle East Financial Investment Company KSC.

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Company **Al Ghanim Industries**

Al Hamra Tower, 70th – 73rd floor, Block 8, Sharq, Kuwait City, Kuwait
T: +965 1881 111

www.alghanim.com

Key contacts

Al Ghanim Industries have a large team of recruiters and information on [How to Apply](#) can be found online with useful hints and tips. George Lambros is the Chief Human Resources Officer. Nimy V. Corporate Talent Acquisition and Mary Joy Gomez HR Manager Email: recruitment@alghanim.com

How to Apply

Visit the [Careers](#) website. Al Ghanim Industries has a strong focus and process for the attraction and development of talent which will be of interest to MBAs – go to [Talent Development](#) for full details. A list of current vacancies can be viewed using the [Job Search](#) (search by typing “MBA” as a keyword; current MBA entry level positions such as Analyst may be advertised at any time). Many open positions require or prefer an MBA qualification. MBA graduates with limited experience may wish to explore [Campus and Student programs](#) (two internship programs are offered) as an alternative way into the company.

International Opportunities

Al Ghanim Industries are present in the Middle East, India and Turkey, with operations currently extending to Eastern Europe, Africa, East and Southeast Asia. With 30 businesses employing close to 64 different nationalities, they have a multi-cultural workforce which benefits from a working environment based on international best practices and business philosophies. Al Ghanim Industries are passionate about nurturing local talent – go to [Kuwaitization](#) for more information.

Key Dates

Subject to individual vacancy.

Additional Information

Alghanim Industries is one of the largest, privately owned companies in the Gulf region. A multi-national company in outlook with operations in 40 countries, Alghanim Industries is a multi-billion dollar conglomerate with more than 30 businesses. The company has been recognized as one of the Best Employers in the Middle East and one of Asia’s Best Employer Brands, as well as having the Best Corporate Governance in Kuwait. They operate in the following sectors: manufacturing of industrial products, specializing in insulation products and steel solutions; engineering - commercial and residential (home automation, air-conditioning and elevators, building management and electro-mechanical solutions); automotive sales and services; retailing in consumer electronics, home furnishings, children’s furniture, bathroom fixtures and accessories; FMCG wholesale and distribution; food and beverage; oil and gas; shipping and transportation services; consumer credit; insurance ; office automation; advertising and media; talent development; travel and tourism. They deal with over 300 global brands and agencies and employ over 14,000 employees from across 64 nationalities.

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Company **Commercial Bank of Qatar**
Q.S.C. Commercial Bank Plaza, P.O. Box 3232, Doha, Qatar.
Tel: +974 4449 0009

www.cbq.qa

Key contacts Radhika Menon Recruitment Specialist
Zunaina Noorullah Recruitment & HR Relationship Officer. Email: recruitment@cbq.com.qa or email CV to careers@cbq.qa.

How to Apply See [Careers](#). Although not MBA specific, Commercial Bank of Qatar does run internships, an induction programme, banking associate programme and a [graduate development programme](#) which may be of interest to applicants with limited work experience (although only open to Qatari and GCC nationals). Go to [new joiners](#) for more information and links through to individual programmes. The Commercial Bank of Qatar also runs a [Future Leaders Programme](#) which is delivered in partnership with Judge Business School at the University of Cambridge which may be of interest to MBAs, although this is primarily open to internal applicants with limited spaces available for external applicants. MBAs are also welcome to make speculative applications by email (see Key Contacts above).

International Opportunities Mainly local. CBQ are also committed to a policy of recruiting, training and developing Qatari nationals and fostering home grown ideas and talents. Go to [Qatarisation](#) for full details.

Key Dates Applications are accepted all year-round.

Additional Information Commercial Bank plays a vital role in Qatar's economic development through offering a range of personal, business, government, international and investment services. Commercial Bank operates in Retail and Wholesale banking and makes strategic investments through its associates and subsidiaries. Commercial Bank has a robust financial position with total assets of QAR 130.4 billion at end 2016, delivering a net profit of QAR 501 million. The Bank is listed on the Qatar Exchange and was the first Qatari bank to list its Global Depositary Receipts, as well as bonds, on the London Stock Exchange. The Bank is dedicated to supporting Qatar's community and social infrastructure through Corporate Social Responsibility programmes and sponsorship of various events. Title sponsorship of the Commercial Bank Qatar Masters and the Grand Prix of Qatar Moto GP reflects the Bank's promotion of excellence in sports and its keen interest in enhancing Qatar's international sporting reputation.

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Company **Banque Saudi Fransi**
Ma'ather Road, P.O. Box 56006, Riyadh 11554, Saudi Arabia.
Tel: +966 11 289 9999

www.alfransi.com.sa

Key contacts Muneer Khayat, Head of Human Resources Group
Khalid AISomali Head of Talent Acquisition
Mohammed Mufti, Deputy Recruitment Manager

How to Apply Banque Saudi Fransi has a [careers portal](#). From here interested individuals can view details for professionals, graduates, alumni, [current vacancies](#) and direct entry positions.

MBA's may be interested in the [Banker Associate Program](#). The Program puts Bachelor and Masters graduates on the fast track to success in a high-performance and supportive environment. Applicants undergo a process of a formal induction, formal training, rotations, international assignments and finally job placements. MBA's with limited work experience may be interested in the [Graduate Executive Associate Programme](#). The Bank recruits 15-20 top Saudi graduates each year. The recruitment and selection criteria are rigorous, involving not only interviews, but cognitive reasoning tests, personality profiling and group assessment centres. Successful candidates are given extensive academic and practical training within a structured framework.

International Opportunities Mainly based in Saudi Arabia.

Key Dates Monitor the dates at graduate programmes for the latest deadlines.

Additional Information Banque Saudi Fransi is a full service commercial bank serving the local and international banking needs of its clients. It is a leading provider of comprehensive financial services and products in the Kingdom of Saudi Arabia and other markets. The Bank is affiliated with *Credit Agricole Corporate and Investment Bank* that holds an equity interest of 31.1%. Credit Agricole CIB is a fully-fledged member of the Cr dit Agricole Group, the second largest bank in France, and seventh amongst banks of the Euroland by total equity. As of 31st December 2016, the number of employees reached 3000. The bank recorded a net income of SR 3510 Million. The earnings per share establish at SR 2.91 for the full year 2016.

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Company **Drake & Scull International (DSI)**
Dubai Investment Park, P.O. Box 65794 Dubai, United Arab Emirates.
Tel: +971 4 4463444

www.drakescull.com

Key contacts Musaib Jugal, Senior Recruitment Officer
Jackson Swaras. Senior Recruitment Officer

How to Apply Details of the Graduate Trainee programme and current vacancies can be found at [Careers](#). The [internship programmes](#) may be of interest to individuals interested in this industry or with limited work experience. The recruitment process and how to apply is detailed on the vacancies pages. Applications are made online by selecting a [Current Vacancies](#) and following the links to apply.

International Opportunities Go to [Global Presence](#). With over 31,000 employees working in more than 13 countries, the Drake & Scull team is global, diverse and passionate about delivering world-class engineering solutions to our clients across a wide spectrum of sectors.

Key Dates Subject to individual vacancy.

Additional Information Drake & Scull International PJSC (DSI) is a regional market leader delivering world class quality projects via end to end solutions that provide integrated design, engineering and construction disciplines of Engineering (Mechanical Electrical and Plumbing (MEP) and Water & Power), General Contracting, Rail, Oil and Gas, Infrastructure Development and Wastewater Treatment. DSI established its first office in Abu Dhabi in 1966, and has since expanded operations to offices across Dubai, Egypt, Kuwait, Libya, Oman, Saudi Arabia, Qatar, India, Jordan, Algeria and Thailand, as well as managing projects in Europe and other parts of North Africa. DSI operates 6 main business streamlines to address the various needs of the region's industry, namely Drake & Scull Engineering, which offers MEP and Water & Power solutions, Drake & Scull Construction (DSC), which acts as the General Civil Contracting unit, Drake & Scull Rail focusing on Rail networks and rail stations, Drake & Scull Oil and Gas focusing on Onshore and Offshore Oil facilities, Passavant-Roediger which caters to Water and Waste water treatment and Drake & Scull Development which addresses Public Private Partnerships (PPP) in the Infrastructure sector. In 2016, the company had total assets valued at 7,591,246 (000s AED).

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