

# KADER M. ALCODRAY

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## EXECUTIVE SUMMARY

Accomplished multicultural business professional with over 25 years of international experience and proven expertise in business development, strategic planning, and relationship management. Skilled in enhancing operational efficiencies and driving measurable growth across diverse sectors. Dedicated to leveraging extensive industry knowledge to make a meaningful impact in organizations and communities

## SKILLS AREA

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- Relationship Building
  - Customer Service and Success
  - Business Development
  - Risk Assessment
  - Account Management
  - Problem Solving
  - Contract Management & Negotiation
  - Microsoft 365 Suite
  - Cashflow Management
  - Operations
  - Vendor Management
  - Arabic Speaking

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## EXPERIENCE

### CADRE GROUP

PRINCIPAL - CONSULTANT

OCT 2017 – PRESENT

- Business analysis
- Account management
- Operations and Process Improvement
- Business development and solutions
- Dispute resolution
- Deal structuring
- Change Management and restructuring
- Contract review and negotiations
- Digital Health

### FINRA – FINANCIAL INDUSTRY REGULATORY AUTHORITY

ARBITRATOR – LICENSED PUBLIC ARBITRATOR

FEB 2021 – PRESENT

- Arbitrator for Securities dispute resolution

### GOVERNMENT CONTRACTOR, QUANTICO, VA

DIRECTOR OF BUSINESS DEVELOPMENT – CONTRACT – COMPLETED 2020

APRIL 2019 - FEB 2020

- RFP/RFI/Contracts/Teaming Agreements

### UBC

SALES AND OPERATIONS DIRECTOR – CONTRACT – COMPLETED 2019

OCT 2017 – APRIL 2019

- Created organizational departments and budgets
- Aligned sales team
- Addressed operational deficiencies

### Michigan Fuels Inc., TRENTON, MI

(\*PART-TIME CONTRACT) – CALLED BACK TO ADDRESS RETAIL OPERATIONS

V.P. OF BUSINESS DEVELOPMENT - CONTRACTOR

JAN – 2015 – OCT 2017

OCT - 2022 – PRESENT

### Al Tamimi & Co, KUWAIT CITY, KUWAIT

INTERNATIONAL BUSINESS DEVELOPMENT MANAGER - MENA AND G.C.C.

OCT 2010 – DEC 2014

- Part of a team of 5 that grew the footprint of the firm from 6 to 13 offices in the MENA

**Business Ownership** - Various Industries

**ExxonMobil Corporate** – Area Manager SE Michigan

July 1994 – Sept 2010

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## **EDUCATION & TRAINING**

**BA, University of Michigan, Dearborn** - Economics, Business and Sociology - 1994

Financial Industry Regulatory Authority (FINRA) – Public Arbitrator (Cert # A65295)  
Financial Industry Regulatory Authority (FINRA) – Completion Certificate  
Financial Industry Regulatory Authority (FINRA) – Disclosure Reporting Certificate  
Financial Industry Regulatory Authority (FINRA) – On-going Continuing Education  
Real Estate Agent License – Michigan (Lic # 6501445035)  
Real Estate Certificate On-going Continuing Education  
C.O.R.E. Training ExxonMobil  
Stephen Covey 7 Habits

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## **MEMBERSHIPS**

### **CURRENT-**

NATIONAL MULTIPLE SCLEROSIS SOCIETY  
PINWOOD HOA BOARD TREASURER AND SECRETARY  
NATIONAL REALTOR ASSOCIATION BOARD  
AMERICAN MUSLIM CENTER (A.M.C.)  
ZAMAN INTERNATIONAL

### **FORMER -**

FAIRLANE CLUB CHAIMAN OF THE BOARD  
CHAMBER OF COMMERCE  
FUTURE MOVEMENT OF MICHIGAN  
UNIVERSITY OF MICHIGAN ASSOCIATION

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## **LANGUAGES**

ENGLISH – NATIVE  
ARABIC – CONVERSATIONAL

**REFERENCES WILL BE MADE AVAILABLE UPON REQUEST**