



Jaber Abdulla Alansari

Management Executive

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Personal Details:
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Married

Forward-thinking and accomplished leader with extensive experience in strategic planning, team leadership, operational excellence, and financial management.

Well-versed in driving business growth, optimising operations, and implementing effective performance management systems. Instrumental in stakeholder relationship management, strengthening partnerships with clients, vendors, and key stakeholders; known for building strong rapport, resolving conflicts, and driving collaborative efforts to achieve mutual success. Strong communicator with a focus on transparency, integrity, and ethical leadership, leading organisations with a commitment to sustainability and community engagement. Recognised for steering transformative change, executing successful mergers and acquisitions, and delivering shareholder value. Excel at training and building high-performing teams, motivating employees, and fostering a culture of innovation and continuous improvement.

Areas of Expertise

- Strategic Planning & Execution
- Operations Management
- Executive Decision-Making
- Mergers & Acquisitions
- Project Lifecycle Management
- Risk Management
- Corporate Governance & Board Relations
- Team Leadership & Training
- Contract Management
- Business Development & Growth Strategies
- Financial Management & Budgeting
- Workflow Optimisation

Key Accomplishments

- Led unprecedented revenue decline surpassing 80% compared to 2019 by managing impact of Covid-19 pandemic.
- Executed robust cash management practices, overseeing daily financial flows and implementing cost reduction initiatives.
- Negotiated rent relief agreements with landlords/business partners, safeguarding business continuity and stability.
- Successfully introduced innovative revenue-generating strategies, mitigating losses and driving business growth.
- Managed prestigious FIFA World Cup 2022 advertising contract, establishing temporary agency and monitored all sales aspects for FIFA sponsors and comprehensive city dressing.
- Strategically expanded Elan Media's outdoor network, integrating cutting-edge Digital Out-of-Home (DOOH) solutions in Qatar within a year, in preparation for the FIFA World Cup.
- Strengthened Elan's market presence by securing enduring Out-of-Home (OOH) and Digital Out-of-Home (DOOH) concessions for Lusail City, increasing brand visibility and reach.
- Integrated and extended Elan Media's market leadership by acquiring exclusive long-term digital outdoor rights in Qatar's premier shopping destinations, fostering strategic partnerships and revenue growth.
- Drove remarkable business expansion, increasing screen count from 100 to 200 across four countries in under five years and achieving a commanding 54% market share for Novo cinemas in Qatar by 2023.
- Rolled out highly Novo Cinemas loyalty programme in 2021, building loyal membership base of 350+ thousand patrons in region.
- Acquired substantial 110M+ QR street furniture contract for Lusail City, monitoring successful execution and ensuring full delivery to enhance urban aesthetics and functionality.

Career Experience

General Retirement & Social Insurance Authority – DAMAN

Aug 2024 – Present

Chief Pension Officer

Lead the end-to-end transformation of the national pension system, oversee policy development, scheme design, actuarial coordination and operational modernization across pensions, contributions and member services. Directed major strategic initiatives including the launch of the new identity Daman, the launch of Al-safwa benefit program, and managed the introduction of the new products such as retirees' loan program.

Elan Group, Qatar
Group CEO

Jan 2014 – Present

Co-ordinate with shareholders and board of directors to describe group's strategic direction to ensure alignment with company objectives. Monitor and confirm all business activities, plans, and programmes aligned with company's overall objectives. Collaborate with business unit leaders to plan annual budgets and revenue targets in line with strategic goals. Execute resources, uncover synergies across business units, and focused on cost optimisation. Define corporate risk tolerance level in alignment with the board of directors. Carry out restructuring and divestment initiatives for entities in the UAE and Bahrain to improve operations and efficiency.

- Transitioned loss-making group into a profitable entity within two years by:
 - Divesting loss-making joint ventures (QMS APAC, Ferrovia Qatar) and incorporating approximately +QR150M to enhance operational liquidity.
 - Orchestrated well-timed land sale yielded impressive 80% value appreciation and retired outstanding debts.
 - Redesigned existing loans with backing of new shareholders (QDB).
- Led business development opportunities, spearheading key projects contributing QR 180M+ in annual revenue.
- Expanded revenue streams by exploring new avenues, rebuilding management operating model, devising policies, and initiating agile approval process through ELAN Mobile Application.
- Efficiently rebranded group from Q.Media to ELAN, detaching negative connotations and deploying robust corporate governance framework aligned with board's vision.
- Steered adverse effects of regional blockade/oil price crash, determining business continuity and strategic resilience.
- Maintained operational licenses' suspension in the UAE by establishing Special Purpose Vehicles (SPVs) with local and international partners.

Fira Qatar/Venue Pro Management
Chairman of the Board of Directors

Jul 2015 – Present

Co-ordinate with internal teams and external stakeholders to ensure smooth operations and execution of events at DECC. Oversee budget management, including expense tracking, cost control measures, and financial reporting. Manage event logistics, including venue setup, vendor co-ordination, and guest accommodations. Collaborate with marketing and promotional teams to develop and implement event marketing strategies. Conduct regular meetings with management committees to review performance metrics, discuss challenges, and identify areas for improvement. Address client inquiries, resolve issues, and maintain strong relationships with key clients and partners.

- Secured a five-year contract to operate Qatar's prestigious venue, Doha Exhibition and Convention Center (DECC), enhancing company reputation and portfolio.
- Established company with relevant policies and procedures, corporate governance framework, management committees, staff hiring, and mobilisation within three-month timeline, meeting client's tight opening schedule.
- Planned and organised largest exhibitions in Qatar, including Doha Jewellery and Watches, Qatar Motor Show, and others, showcasing operational excellence and event management expertise.
- Played a key role in devising strategic plans for the Qatar Tourism Authority as a key trusted partner, aligning business objectives with national tourism goals and initiatives.

Additional Experience

Chairman of the Board of Directors, Elan Live Nation

Chief Enterprise Management Officer, Qatar Media Services Group

Group Media General Manager/Vice Chairman Executive and Investment Committee, Qatar Media Services Group

General Manager, QD Tunisia, Qatari Diar Group

Development Manager, Qatari Diar Group

Marketing & Development Executive, Qatari Diar Group

Education

Bachelor of Business Administration, Marketing and Management
American University Sharjah (AUS), Sharjah, UAE | GPA 3.0

Professional Training

Project Leadership, Management & Communications, The George Washington University

Project Management Applications, The George Washington University

Contract Management, Principles & Practices, The George Washington University

Languages

Fluent in Arabic and English