

Alireza Ghorbani

Director – Commercial & Financial Operations

Dubai, UAE | Year of Birth: 1972 | Iranian National | UAE Resident
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Professional Summary

Commercial and financial operations executive with 20+ years of progressive leadership experience, operating with full P&L accountability across asset-heavy and working-capital-intensive business environments in the UAE.

Directed annual turnover of AED 258M (2023 peak), structured financing facilities exceeding AED 35.7M, and governed supplier credit exposure up to AED 27M across complex multi-partner ecosystems.

Specialized in capital preservation, cash flow stabilization, operational restructuring, and credit risk architecture within high-volatility and margin-sensitive sectors.

Experienced in stabilizing inventory-intensive and contract-driven operations through structured financial governance, disciplined exposure control, and executive-level decision support.

Recognized for independent operational leadership and structured financial governance at ownership reporting level, bringing strong strategic framing and executive presentation capability.

Core Executive Competencies

Commercial Governance

- Supplier Credit Structuring
- Contract Risk Architecture
- Revenue Exposure Recovery
- Cross-Border Trade Oversight

Financial Strategy

- Full P&L Ownership
- Financing Structuring (AED 35M+)
- Credit Line Development (AED 25M+)
- Cash Flow Stabilization
- Banking Relations (FAB, ADIB)

Operational Control

- Executive Budget Authority
 - Capital Allocation Oversight
 - Warehouse & Lease Monetization
 - SOP Design & Process Governance
 - Team Leadership (11 Staff)
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Professional Experience

Director – Commercial & Financial Operations

Confidential UAE-Based Trading Group

2020 – Present

- Held full P&L accountability across commercial, financial, and operational functions within asset-heavy trading operations.
 - Structured and secured AED 35.7M in financing facilities, including asset financing and property refinance.
 - Built and maintained supplier credit ceilings of AED 27M across 9 key suppliers.
 - Led stabilization of AED 12M inventory exposure during pricing disruption cycles, restructuring AED 8M liabilities.
 - Developed credit line capacity exceeding AED 25M through structured banking engagement.
 - Directed hiring, budget approvals, and operational oversight of 11 staff.
 - Designed operational SOP frameworks, improving financial transparency and execution control.
 - Monetized 80% of warehouse capacity (353 sqm), neutralizing fixed overhead exposure.
 - Managed lease negotiations exceeding AED 2M annually.
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Previous Leadership Roles

Commercial & Business Development Leadership Positions

UAE & International Markets | 2000–2020

- Led regional trading growth initiatives
- Managed supplier networks and distribution operations
- Built scalable commercial frameworks

Languages

- Persian – Native
- English – Full Professional Proficiency

- Turkish – Conversational / Business Working Proficiency

Education

- Bachelor of Arts (B.A.) in Graphic Design