



Dr. Nasser Al yahyaei

Teacher, Researcher, Leader,
Consultant and Entrepreneur



nasser.y@aou.eu.om



+968-99800450



Oman



Muscat- Bowsher

PROFILE

- ❖ Assistant Rector for Administrative and Financial Affairs at Arab Open University Oman, Assistant Professor in the Faculty of Business Studies, and holder of a PhD in Management.
- ❖ SME Business manager with 25 years of successful track record in the areas of entrepreneurship and startups, Information technology, budgeting, administrative management, creative sales techniques, customer relations, group leading, training

SKILLS

Sales	●●●●●●
Training	●●●●●●
Strategy	●●●●●●
Marketing	●●●●●●
Presentation	●●●●●●
Planning	●●●●●●
Teaching	●●●●●●
Motivating Employees	●●●●●●
Creative Thinking	●●●●●●
Team Leadership	●●●●●●
Collaboration Leadership	●●●●●●
People Management	●●●●●●
Time Management	●●●●●●
Persuasion	●●●●●●

COMPUTER

MS Office	●●●●●●
SPSS	●●●●●●
Smart-PLS	●●●●●●
PC Hardware	●●●●●●

LANGUAGES

Arabic	●●●●●●
English	●●●●●●

- **PhD**

UNISEL Malaysia | 2021

PhD in Management.

Thesis Title: "The Impact of Entrepreneurial Orientation and *wasta* on the Business Performance of Small and Medium Enterprises in Oman: Competitive Edge as Mediator"

Supervisor: Assoc. Prof. Dr. Nor Azilah Husin

Bronze award: "PhD Thesis in five minutes Competition". Malaysia 2021.



- **Master Of Business Administration (MBA)**

Arab Open University Oman | 2017 (Affiliated with Open University - UK)

Master in Business Administration.

Project Title: "The job satisfaction levels of unskilled and semi-skilled Omani labourers in selected construction companies in Oman"

Supervisor: Assoc. Prof. Dr. Mohammed Alhazaizi

GPA: 4.0 /4.0

Top of the class| 2017



- **Bachelor Of Business Administration (BA)**

Arab Open University Oman | 2015 (Affiliated with Open University - UK)

Bachelor in Business Administration.

General Managment

GPA: 3.94/4.0

Second Top of the class| 2017



- **High Secondary School**

BelArab Bin Sultan High School Bahla-Oman | 1993

Completed secondary school. 89%



- **Duke Executive Leadership Program**

- **UNITED STATES – NORTH CAROLINA | August 2024**

The Duke Leadership Program is designed to transform senior executives into impactful leaders through experiential learning and professional development. It focuses on honing decision-making skills, strategic competencies, and leadership styles to drive organizational success



- **Entrepreneurship, Management & Startups Experience**

- **OMAN-UAE | 1996-2017**

Since 1996, I have founded and led several companies across diverse industries, including electrical and electronic sales, satellite dishes, computer hardware and software, shipping and logistics, building construction, and management consultancy. Throughout these ventures, I have had the privilege of collaborating with individuals from various backgrounds, ranging from construction workers to CEOs of major corporations. These experiences have provided me with invaluable lessons, as I have learned from both the successes and challenges faced along the way, honing my entrepreneurial skills and resilience.

- **Global Business Exposure**

- **1996- till Present**

Over the years, I have gained rich international experience by visiting numerous countries and attending trade fairs around the world. My journeys have taken me to key business hubs in China, Taiwan, Indonesia, Malaysia, and Korea, where I have engaged with leading companies and explored industry innovations. These experiences have deepened my understanding of global markets and trends, and expanded my professional network, enriching my perspective and approach to business.

- **Bronze Award: "PhD Thesis in Five Minutes Competition"**

- **MALAYSIA | 2021**

The PhD Thesis in Five Minutes Competition in Malaysia is an academic contest that challenges doctoral candidates to present their complex research in a concise and engaging manner within a five-minute timeframe. The competition aims to foster clear communication, encouraging researchers to simplify their ideas for a broader, non-specialist audience while highlighting the significance of their work. It offers a platform for PhD students to showcase their research impact, creativity, and presentation skills in a competitive yet supportive environment.

