

Mark Makram Salman
P.O. Box 213842
Dubai, UAE
Tel: +971.50.194.1790
Email: mark.m.salman@gmail.com

Summary: Experienced CEO, started five bakery businesses, served on a number of advisory boards of companies in the USA. A strategic and visionary leader that has general oversight of every aspect of the bakery business, retail, wholesale and industrial manufacturing. Strong background in business and financial planning, execution, sales, marketing and distribution as well as company operations, with seven years of regional Gulf experience and eighteen of American and European track record.

Present: Active Director in Bakery Initiatives MENA (Middle East North Africa) region, operating the Dubai based office for the Company

January 2006 to December 2007: CEO of ***Advanced Baking Concepts LLC***, a Dubai based frozen bakery manufacturer. Developed the business plan, commissioned a first of its kind regional plant in August 06 and simultaneously conceptualized and started a franchise retail concept under the banner of Bread&Co®. Opened 4 company owned outlets, sold the retail franchise for 30 stores and distribution in 6 countries. Company is on path to reach 100 Million Dirhams of sales in 2009

April 2003 to November 2005: President of ***AmeriBake International LLC***, a Bakery sales and marketing organization targeting the distributor and retail channel of the US population in the food industry. Established a distribution network in 32 States and a sourcing network of 12 European companies

January 2000 to January 2003: President of ***Fripan*** in the USA, a Three Hundred Fifty Million Euro in sales bakery manufacturing company, headquartered in Barcelona, Spain. During these three years, Mr. Salman conducted business with major corporate customers, strategic allies, financial investors, brokers and distributors all around the U.S. and Europe.

April 1988 to January 2000: Founder of a wholesale regional European bakery in the Washington DC metropolitan market. As President and CEO, expanded **La Parisienne Bakery** and grew its product line, distribution system and revenues to over Twelve Million Dollars annually and One Hundred and Fifty employees. Founder of La Parisienne bakery cafe in Washington DC.

October 1986 to March 1988: Served for two years as General Manager of **UniBake Inc.**, a French wholesale bakery in the New Jersey-New York market catering to hotels, restaurants and supermarkets.

February 1982 to August 1986: Served as General Manager for **Orawi Trading** in Tabuk, Saudi Arabia, comprising of a Supermarket division as well as a wholesale food trading division and in-store bakeries.

Education:

February 1982, graduate of the **American University of Beirut** with a degree in Business Administration.

June 1999, graduate of a three-year entrepreneurial program at **Massachusetts Institute of Technology**, which specializes in the development of CEO's skills in navigating their high-growth companies.

Awards:

Σ **CEO of the month** by the CEO Club, a NY based leading entrepreneurial organization comprising of over One Thousand CEO's from across the U.S.

Σ Winner of the prestigious US "**Intermediate Wholesale Bakery of the year 1999**" from Snack Food & Wholesale Bakery Magazine®

Family status:

Married, 3 children 21, 18 and 16 years old

Fluent in Arabic, English, French and conversational Spanish