

# Ismail Rafeeq



## About

Experienced with a demonstrated history of working in the internet and telecom industry. Skilled in Negotiation, Business Planning, Operations Management, Sales, and Market Research. Strong business development professional with a Bachelor of Accounting focused in Accounting, marketing, management from International Islamic University Malaysia.

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## Experience



### Founder

iBay

Apr 2009 - Present · 11 years 9 months

<http://www.ibay.com.mv>

The Maldives Online Market



### Dhiraagu

2 years 4 months

- **Manager Business Development**  
Jul 2016 - Sep 2016 · 3 months
- **Manager Pricing & Business Intelligence**  
Jun 2014 - Jun 2016 · 2 years 1 month



### Dhiraagu

15 years

- **Manager Market Planning**  
Jan 2008 - Mar 2014 · 6 years 3 months  
Maldives
- **Manager Pricing & Analysis**  
Jan 2004 - Dec 2007 · 4 years
- **Pricing & Market Analyst**  
Apr 1999 - Dec 2003 · 4 years 9 months



### Accounts Assistant

Holiday Island Resort

Sep 1998 - Apr 1999 · 8 months

Holiday Island Resort, Dhiffushi



### Trainee

Coopers & Lybrand

Jun 1997 - Aug 1997 · 3 months

Kuala Lumpur, Malaysia

## Education



### Universiti Islam Antarabangsa Malaysia

Bachelor of Accounting · Accounting, marketing, management

1994 - 1998

Obtained a degree in Accounting. Areas studied includes Accounting, Marketing and Strategic Management



### Majeedhiyya School

GCE O'Level · Economics

1988 - 1992



### Gn. Atoll Education Center

Junior School Certificate

1982 - 1988

## Courses

Cities and the Challenge of Sustainable Development	SDG Academy, Columbia University, New York, Online
Urban Nature: Connecting Cities, Nature and Innovation	Lund University, Sweden, Online
Marine and Antarctic Sciences	University of Tasmania, Australia, Online
Sustainable Urban Development	Delft University & Wageningen University, Netherlands, Online
Sixth Annual Asia-Pacific Billing & Revenue Management Week	Hong Kong
Developing Profitable Market Segments in Telecoms	Dubai, UAE
Effective Recruitment Skills	Male', Maldives
Fraud & Revenue Assurance Workshop	Male', Maldives
GSM Technical Workshop	Male', Maldives
How to Become an Effective Supervisor	Male', Maldives
Legal & Regulatory Requirements for ICTs	Coventry University, Coventry, UK
Market Forecasting for Telecom Operators	London, UK
Marketing Strategy Training	Male', Maldives
Media Training Course	Male', Maldives
Mini-MBA for Telecommunications	Kuala Lumpur, Malaysia
Optimizing Your Pricing Strategy for Asia's Telecom Markets	Hong Kong
Oracle Data Warehouse Global Leaders Program	Macau
Technician Foundation Course	Male', Maldives

Telco Pricing Masterclass	Kuala Lumpur, Malaysia
Telecom Business Simulation	Colombo, Sri Lanka
Telecom Essential for Non-technical Professionals	Male', Maldives
Telecoms Pricing 2005	Lisbon, Portugal
Theorizing the Practice – Conceptual Skills in Marketing	Male', Maldives
Tool Kit for New Managers	Male', Maldives
Train the Trainer Refresher Course	Male', Maldives
The Malaysian Futures and Options Registered Representative Examination - Malaysian Monetary Exchange	Kuala Lumpur, Malaysia
The Malaysian Futures and Options Registered Representative Examination - The Kuala Lumpur Options and Financial Futures Exchange	Kuala Lumpur, Malaysia

## Honors & Awards

### Chairman's Award

Dhiraagu

December 2012

Top award recognizing outstanding contribution to the company.