



The Malta Islamic Finance Conference: A New Beginning 2010

Murat Hasan Ünal



Murat Hasan Ünal studied Business Administration and graduated from the University of Adelaide/Australia (with research in Asia/Pacific) with a Bachelors Degree in Commerce (B.Com). He worked for an international management consulting firm after his studies and joined the mutual fund/financial services business in 1998 acting finally as a Management Committee member for a German Asset Manager where he was mainly responsible for integrated marketing, sales and PR.

As Head of Investment Marketing and Sales within Citibank Northern Europe (focusing on Belgium & France) in Brussels he managed the third party fund business (CitiChoice) and brokerage activities. Before Murat founded Funds@Work at the end of 2001, which he now represents as the responsible board member, he took over the bank marketing business at Fidelity Investments for a short period of time.

Murat has a Master of Business Administration degree (M.B.A) from the Kellogg School of Management/USA in joint cooperation with WHU/Germany and its network programs



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at Tel Aviv University/Israel and Hong Kong University of Science and Technology/China). Murat also holds a Master of Laws (LL.M.) degree from the School of Law at Northwestern University (NLaw) in Chicago.

Murat is a Doctoral Candidate and about to complete his Doctorate in Business Administration at IE Business School (Instituto de Empresa, www.ie.edu) in Madrid focusing on Social Network Analysis and its impact on Strategy but particularly Corporate Governance. He is also a Senior Researcher with the Center of Islamic Economics and Finance (www.centerief.org) at IE Business School.

He has published and contributed to more than 1000 articles in leading international dailies, practitioner magazines, industry books looking specifically at the investment sector. The leading German economic daily Handelsblatt recently featured him as one of six internationally acknowledged masterminds within the investment industry and the FT Asset Management's DPN publication singled out his work (a network analysis carried out among institutional investors and their links to the SRI industry) as ingenious.

He is an executive board member at Funds@Work AG, a research based strategy consultant focusing on the investment industry. Since 2001 he has been involved in more than 160 projects in 14 countries. In this context has developed new solutions and organizations and has been involved in numerous market entry as well as expansion projects, assisting also in take over activities within the investment industry. Among Funds@Work's clients are mainly asset management companies (including ETF providers) and fiduciary managers, portfolio managers, stock exchanges, technology and information providers, and other relevant entities of the asset management industry's value chain.