

Yael Simon

Business Development | Strategist | Leadership

+44 7714 771 781
yael@arakura.co

Education

Masters in Organisational Leadership, **Saïd Business School, University of Oxford**
Master of Laws - LLM, International Business Law, **University of Liverpool**
Certifications: Business, International Relations, and the Political Economy, **LSE Fintech, Saïd Business School, University of Oxford**

Key skills

- Strategic Leadership
- Business Development
- Fundraising and Capital Generation
 - Global Networking
- Stakeholder Engagement
- UHNW and Private Family Office Expertise
- Regulatory Compliance
 - Risk Management
 - Innovative Problem-Solving
- Impact Measurement
 - Team Building
- Organizational Leadership

Objective

Dynamic and nimble executive with over 15 years of strategic leadership, blending expertise in business development, operational excellence, and UHNW client advisory. Proven success in raising over \$300m for non-profit and corporate entities and driving growth within complex regulatory landscapes, especially in private family offices. Adept at leveraging networks and mobilizing resources to address global challenges, with notable collaborations with intergovernmental and state governments to address systemic socio-economic issues related to GDP and sustainable growth such as workforce development. Optimised for leadership roles that demand tactical ingenuity and a data-driven ethos, my expertise lies in sculpting high-impact strategies and executing with precision. My commitment to excellence is evident in a consistent record of scaling operations, building infrastructure, penetrating new markets, and fostering elite teams. Adept in navigating the complexities of business growth, I am equipped to deliver exceptional value in COO, Chief of Staff and business development roles.

Experience

February 2012 - Present

Strategic Advisor • UHNW Private Family Offices - UK | Switzerland | Israel

- Spearheaded global initiatives such as workforce development, driving rare disease breakthroughs, and systemic child welfare challenges, focusing on the rehabilitation and societal integration of state-supported orphans. Generated substantial income by establishing strategic partnerships with corporates, charitable foundations, and UHNW individuals globally.
- Pioneered sustainable funding strategies using social impact bonds to address systemic challenges, integrating state government collaborations, OECD, social impact bonds, and private partnerships, securing long-term support for NGOs in the UK and abroad.
- Enhanced NGO and corporate governance through legal advisory on global compliance, cross-jurisdictional regulations, and trade matters, improving efficiency and effectiveness by 74%.
- Revamped client engagement through meticulous market analysis, crafting tailored messages, and deploying strategic market entry plans to seize growth opportunities and enhance customer relations.

July 2019

Founder and CEO • Fintel Security

- Launched and scaled a start-up in financial intelligence, demonstrating entrepreneurial leadership and business acumen.
- Developed and implemented strategies for risk mitigation in money laundering and terror financing, showcasing expertise in financial compliance and regulatory frameworks.
- Managed a cross-functional team, fostering a culture of innovation and operational efficiency critical for start-up growth.
- Established and nurtured strategic partnerships to enhance product offerings and market reach, aligning with COO or CEO responsibilities in legal and CSR contexts.

References available upon request