

PROFILE

Relationship manager with six years of experience in the banking sector, working with clients ranging from individual customers to SME and corporate clients. Customer centric and have the ability to deepen relationships while meeting and or exceeding established goals of customers and employer at the same time.

CAREER

Relationship Manager - Bank Audi Sal 2019 – Present

- Advising and providing financial solutions based on customer needs
- Building, maintaining and developing long-term relationship with existing and newly acquired customers

Assistant Relationship Manager (SME) – Bank Audi Sal 2018 – 2019

- Advising and helping clients to achieve their business plans and strategies through financial support.
- Conducting & assessing credit decisions based on the SMEs financial position.
- Approaching existing or potential customers in order to assist them with their business needs, taking into consideration their short and long term strategic goals

Sales Support Officer (SME Department) – Bank Audi Sal 2017 – 2018

- Conducting primary financial analysis before submitting the file to credit committee; collecting information on clients, analyzing their financial statements, and providing insights to credit committee
- Following up on loan execution from signing the loan contracts to obtaining securities and mortgages based on the credit decision.

Universal Teller – Bank of Beirut Sal 2014 – 2017

- Performing day to day transactions over the counter
- Promoting bank products to walk in clients
- Monitoring client accounts and reporting any suspicious transaction

Routing Administrator – Mada Communications Sarl 2013 – 2014

- Testing the supplier's route and controlling its quality once used
- Changing routes based on suppliers and customers rates while trying to ensure cost minimization and loss prevention
- Monitoring traffic based on approved deals with other carriers

EDUCATION

Executive Masters in Financial Management 2018 – 2019

École Supérieure Des Affaires - Beirut, Lebanon
SDA Bocconi School of Management - Milan, Italy

BS in Economics track Political Science 2010 – 2013

Lebanese American University - Beirut, Lebanon

High school graduate, Sociology & Economics 1995 – 2010

Antonine Sisters School - Zahle, Lebanon

SKILLS

Personal

Business Development
Portfolio Management
Time Management
Communication
Flexibility and Adaptability
Customer Focus
Team Work

Computer

MS Office
SPSS
E-views

Languages

Arabic: Written and Spoken
French: Written and Spoken
English: Written and Spoken

INTERESTS

Sports: Basketball, Football
Travel
Hiking

REFERENCES

Available upon request