

# Tania Kabbani

## Professional Experience

Jan 2016-Present	Petals and FlutterS.A.R.L.	Founder	Beirut
<ul style="list-style-type: none"><li>Created a brand of upscale, trendy, and stylish floral designs.</li><li>Acquired top clients and was featured in wedding/event supplier lists of prominent hotels in Beirut.</li><li>Developed a website and online shop with the help of a developer.</li><li>Designed floral arrangements for events.</li><li>Managed the company's social media accounts.</li><li>Handled administrative tasks for the company.</li><li>Prepared the legal setup and established connections with our suppliers, as well as wedding planners, prior to the official starting date in September 2016</li></ul>			
Nov 2013-Dec 2015	Emirates NBD PJSC	Investment Advisor, Private Banking	Dubai
<ul style="list-style-type: none"><li>Solicited new business in the GCC, along with Team Leaders and Relationship Managers.</li><li>Advised existing GCC High Net Worth clients (nationals and expatriate residents) on their investment portfolios in coordination with the CIO Team.</li><li>Conducted quarterly reviews of existing accounts along with the CIO Team.</li><li>Worked on specific projects related to enhancing the department's systems and procedures.</li><li>Coached new members of the team.</li></ul>			
Feb 2012-Apr 2013	UBS AG	Client Advisor, Wealth Management	Dubai
<ul style="list-style-type: none"><li>Developed a large network of High Net Worth and Ultra High Net Worth individuals in the UAE.</li><li>Booked several new investment accounts.</li><li>Devised numerous portfolios and actively marketed UBS' discretionary and advisory mandates.</li><li>Successfully completed the "UBS Wealth Management Diploma".</li></ul>			
Jan 2009-Oct 2010	Bank Med	Senior Financial Consultant	Beirut
<ul style="list-style-type: none"><li>Introduced new Ultra High Net Worth and institutional clients to the bank.</li><li>Managed HNW client relationships.</li><li>Marketed financial instruments, funds, private placements, and structured products.</li></ul>			
June 2003-Dec 2008	BNP Paribas (BNPI)	"Conseillère Private Banking"	Beirut
<ul style="list-style-type: none"><li>Managed top HNW clients of the bank:<ul style="list-style-type: none"><li>Booked accounts in Geneva, Luxembourg, Paris, Limassol, as well as Beirut.</li><li>Built a solid network of clients, handled a portfolio of \$100 million.</li></ul></li><li>Seconded the head of private banking in managing the Private Banking department:<ul style="list-style-type: none"><li>Lead relationship managers and personal bankers in the branches.</li><li>Handled institutional clients' investment inquiries.</li><li>Conducted training seminars for client-fronting employees.</li></ul></li></ul>			
Oct 1999-Mar 2003	ABN AMRO Bank N.V.	Relationship Manager, Private Banking	Beirut
<ul style="list-style-type: none"><li>Participated in developing the department (from an equity desk to a private banking department):<ul style="list-style-type: none"><li>Enlarged our client base. Acquired a total of 150 clients with accounts opened locally and in the network.</li><li>Advised clients and traded different financial instruments, funds, and structured products.</li><li>Broadened our product offering (with the support of the ABN AMRO network).</li><li>Established and strengthened links with international private banking centers.</li><li>Revised departmental logistics, procedures</li></ul></li><li>Joined the strategic and executive committees of the "Sales and Marketing Team" in April 2001.</li><li>Completed the ABN AMRO "Consultative Selling Skills Course" in Zurich.</li></ul>			

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## *Professional Experience (cont'd)*

Summer 1999	Merrill Lynch	Trainee	Beirut
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- Learned about Merrill Lynch's portfolio management strategies and products.

Mar 1996-Aug 1997	ABN AMRO Bank N.V.	Senior Banking Assistant, Trade Finance	Beirut
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- Produced Documentary Letters of Credit & Guarantees and performed monthly reports.
- Created a training manual for the department.
- Trained in: Trade Finance, Accounting, Audit, and Retail Banking.

## *Education*

1997-1999	McGill University	Master of Business Administration (MBA)	Montreal
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- Concentration: Finance
- International Exchange: Hautes Etudes Commerciales (H.E.C.) (Feb- June 1999)

Paris

1992-1995	McGill University	Bachelor of Commerce	Montreal
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- Concentration: International Business and Entrepreneurship

## *Academic Experience*

Feb 2003-June 2009	American University of Beirut (AUB)	Faculty Instructor (part time)	Beirut
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- "Private Banking"
  - Created and taught course
  - Invited prominent speakers in the private banking industry to lecture in my class.
  - Sent groups of students to interview managers of private banks during their final projects- Asked managers of private banks to cooperate with my students during their final projects.
- "Financial Markets & Institutions"
  - Taught the course (one semester)

Sept 2007-Jan 2009	Université St-Joseph	Faculty Instructor (part time)	Beirut
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- "Private Banking"

2000 to 2002	Lebanese American University then Haigazian University		Beirut
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- Accounting instructor

## *Internships*

- Summer 1999 Merrill Lynch Beirut
- Summer 1998 ABN AMRO Bank N.V. Beirut

## *Other*

- Fluent in English, French, Arabic. Knowledge of Spanish. Learning Greek.
- Well-travelled. Lived in the UK, Lebanon, Cyprus, Canada, France, and the UAE.
- Frequent user of Bloomberg.