

# Michèle Gharib

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## PROFESSIONAL EXPERIENCE

<b>2011 – 2020</b> <i>FP Consilium</i> <i>A boutique multi-family/institutional office (MFO) founded in 2008 by families from different nationalities to offer wealth management &amp; consultancy services mainly to its shareholders and selected HNWI</i>	<b>Manager, Business and Clients relation - FP group, Lebanon</b> <ul style="list-style-type: none"><li>• Focused on screening, selecting, analyzing and presenting investment opportunities to the MFO clients</li><li>• Pitched co-investment opportunities to external investors</li><li>• Drafted the accompanying legal documents (Asset sale/purchase, NDA, Letter of Intent, Letter of Commitment, Consulting agreement, Investment terms and conditions...)</li><li>• Managed and nurtured relationship with strategic partners/services providers (renowned European private banks, funds and trusts providers)</li><li>• Led different consultancy missions:<ul style="list-style-type: none"><li>- <i>Developing acquisition strategies (screening acquisition targets, preparing teasers for fundraising...)</i></li><li>- <i>Completing market assessments and entry strategies</i></li><li>- <i>Building operation and business models</i></li><li>- <i>Planning/preparing for corporate restructuring</i></li></ul></li></ul> <p>Example of industries covered: Banking, F&amp;B, Fintech, Event, Insurance, Waste management, Real Estate, HR (compensation &amp; benefits)</p>
<b>FP netWorth</b> <i>An IT start-up, founded in 2011 as a subsidiary of FP Consilium, focusing primarily on the development of proprietary cloud-based solutions (mainly Fintech, HR, Insurtech)</i>	<ul style="list-style-type: none"><li>• Coached and motivated the teams, actively contributed to their growth</li><li>• Managed full projects' cycles: sales pitch, negotiation, contract signature, business requirements gathering, coordination with the technical team</li><li>• Prepare legal agreements and coordinate with legal and accounting consultants, handled the procurement process</li><li>• Initiated partnership discussions to introduce new lines of business (IoT, AI...)</li><li>• Studied, analyzed and drafted functional requirements of HR solutions compliant with the Lebanese labor law and the GCC</li><li>• Drafted the business requirements of a crowdfunding platform combining peer-to-peer and peer-to-corporate lending with a credit score, equity, reward and philanthropy campaigns</li><li>• Tested and adjusted the financial formulas of a financial and patrimonial consolidation solution (corporate actions, private equity transactions, performance of different asset classes)</li></ul>
<b>2010 -2011</b> <i>A leading ICT company in the MENA region, distributors of international renowned brands</i>	<b>Account Manager – BMB, Lebanon</b> <ul style="list-style-type: none"><li>• Was responsible of selling and supervising the implementation of Laserfiche, a business process solution, across different industries</li><li>• Handled both sales and presales cycles: identifying new leads and upselling existing customers (conducting presentations, demonstrations, trainings, workshops...)</li><li>• Analyzed business processes and model workflows<ul style="list-style-type: none"><li>- <i>Reached the yearly target in the third quarter, transformed a successful client implementation to a case study shared with all vendors worldwide</i></li></ul></li></ul>

## EDUCATION

<b>2005 - 2010</b>	<b>Université Saint Joseph, Ecole Supérieure d'Ingénieurs de Beyrouth, Lebanon</b> Bachelor in Telecommunication and Networking Engineering
<b>Languages</b>	Fluent in written and spoken English, Arabic and French

## CERTIFICATION

<b>2017- 2018</b>	<b>Columbia Business School - Executive Education, USA</b> International Certificate in Corporate Finance – ICCF
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## PERSONAL INTERESTS

<b>Startups</b>	Supported and invested in three start-ups (Fintech, IT, Restaurant)
<b>Pro-bono consulting</b>	Assisting NGOs launching crowdfunding campaigns
<b>Scout</b>	Team leader for various age groups (member for more than 13 years)