

Fady Kanaan

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BIOGRAPHY

Analytical, results-oriented personal banker with 6 years of professional experience in risk mitigation, compliance regulations and financial advice in line with the current trends. Working with one of the leading banks in Lebanon while developing both technical and soft skills. Striving for exceptional customer service. My communication skills help me integrate teams rapidly. I thrive in fast-moving environments and aim to make an impact every step of the way.

WORK EXPERIENCE

Byblos Bank Group (Lebanon)

Personal Banker

2016 - Present

- Drove the sales of diverse credit lines, personal and small business loans increasing branch revenue by 25% by implementing smart cross-selling and upselling strategies.
- Ranked Top Sales Performer for 3 years running.
- Managed assets of 15+ high net worth clients (upwards of \$1M).
- Won Byblos bank's youth account competition by opening 130+ new account in a record period of 3 months
- Diversified the customer portfolio by bringing in 10+ high net-worth individuals which generated \$750K annual revenue.
- Reached out to potential clients proactively and generated new business. 70% of referred prospects converted into clients.
- Established long-term relations with clients through effective follow up skills.
- Mentored and helped four interns onboard for the period of four months.

Byblos Bank Group (Lebanon)

Teller

2015 - 2016

- Sought to sell clients bank products and services proactively. Which led to a promotion to Personal banker within 1 year and 2 months of employment.
- Tracked, recorded, reported, and stored information related to transactions, bank supplies, and customers, as well as ensured all information are accurate and complete.

Lebanon Central Bank

Internship

2014

- Granted an internship at the Central Bank after proving high academic and interpersonal achievements.
- Solved cases that mimics scenarios which the Central Bank encounters within its various departments.

Phoenix Hotel Residence (Lebanon)

Front Desk Officer

2010 – 2015

- Responded to clients' complaints in a timely and professional manner.
- Liaised with housekeeping staff to ensure all rooms are clean, tidy and fully-furnished to accommodate guests' needs.
- Upsold additional facilities and services, when appropriate.
- Maintained updated records of bookings and payments.

EDUCATION

[2015 - 2018] Masters of Business Administration MBA - Focus on Financial Engineering (GPA: 3.72/4 with high honors)

University La Sagesse (ULS) – Lebanon

Courses to highlight: Thesis study on Credit Default Swaps, Advanced Financial Modeling, Advanced Managerial Finance

[2010- 2014] BSc in Economics (GPA: 3.14/4 with honors)

American University of Science and Technology AUST - Lebanon

Courses to highlight: Quantitative Methods for Business Decisions, Change Management, Financial Econometrics

ADDITIONAL INFORMATION

COMPUTER SKILLS: MS Office (advanced knowledge in Excel).

LANGUAGES: Fluent in English, Arabic and French.