

Nicolas Kobroussi

A self-driven and well rounded professional with a deep sense of organizational and structural skills sharpened by the multi-career path. Extensive experience in Sales, Finance and Business Development with a focus on exceeding institutional and personal goals.

Contact

Mobile:

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Email:

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Location:

Matn, Lebanon

Work Experience

Founder

MANIX.AI - Beirut, Lebanon | January 2019 - March 2021

- Turned an automated trading algorithm side project to a Startup
- Participated in several competitions and workshops
- Negotiated equity compensation to get a CTO on-board
- Self funded the Startup
- Sold full ownership to private clients - 10x ROE

Business Development Manager

Pralino - Beirut, Lebanon | December 2015 - December 2018

- Developed and implemented new marketing and sales plans
- Organised internal structure and management policies and achieved successfully the ISO 22000
- Restructured debt agreements with banks
- 28% increase in wholesale clientele, reduced overall costs by 11%
- Structured franchising financial plans

Senior Trader

BankMed - Beirut, Lebanon | August 2013 - November 2015

- Assisted in upgrading from a manual trading setup to an online trading platform
- Lead several seminars with full presentation to clients about the new platform
- Managed over 10,000,000\$ in trading portfolio
- Analysed market movements and assisted clients in trading strategies

Dealer

BankMed - Beirut, Lebanon | May 2012 - August 2013

- Lending & borrowing inter-bank LBP/USD
- Analysed and traded fixed income securities, forex and commodities to speculative clients

Treasury Marketing Unit

BankMed - Beirut, Lebanon | May 2010 - May 2012

- Structured FX derivatives as hedging solutions and marketed these products to high net worth corporate clients
- Achieved a 20% above target of 200,000,000\$ in sales of TMU products

Assistant Treasurer

MEDGULF INS. & REIN. - Riyadh, KSA | October 2007 - April 2010

- Oversaw 100,000,000 SAR of cash flow, ensuring that company policies and procedures were fully followed
- Corporate cash management and banking relations
- Prepared monthly/annual financial reports
- Researched and presented alternative investment vehicles to the Committee Board

Academic History

BBA - Finance | August 2003 - May 2007

University of Toledo | Ohio, USA

High School

AISR | Riyadh, KSA

Middle School

Grand Lycee Franco-Libanais | Beirut, Lebanon

Certification

- Global Financial Derivatives
- Global Securities
- Investments & Risks
- ACI dealing

Workshops

- Financial Statement Modeling
- Portfolio Management
- DCF Modeling

Languages

Arabic | Native

English | Fluent

French | Fluent