

BASSAM HABCHI

Date of Birth: 06-02-1984

Citizenship: Lebanese

Gender: Male

Address: Mansourieh - Lebanon

E-mail Address: b.habchi@yahoo.com

Mobile: +96103177115



Senior Relationship Manager with proven experience in planning, coordinating strategies for small and medium enterprises, determining their needs for products and services offered by the banking sector and managing their portfolios.

WORK EXPERIENCE

Senior Relationship Manager-SME Department – Bank of Beirut (Fall 2013 – Summer 2020)

Main responsibilities: handling clients' business portfolios and providing tailored technical assistance for their businesses

Personal Banking Representative – Bank of Beirut (Fall 2009 – Fall 2013)

Main responsibilities: promoting the Bank's retail product and handling customers retail loans

Marketing Officer – Blom Bank (Fall 2008 – Fall 2009)

Main responsibilities: promoting the Bank's retail product throughout the branches

EDUCATION

2010-2013: MBA in Banking and Finance - Sagesse University

2004-2008: BS in Banking and Finance - American University of Science and Technology

1988-2003: Bacc II - Life Sciences - Rosary College

PROJECTS

BS Final Project: A market study for UAE that includes population, GDP, age, prices, Investment, resources, income, Area and habits.

MBA Final Project: the impact of BDL injection of 1.45 billion US dollars in stimulating the Lebanese economy.

CORE SKILLS

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|---|--------------------------------------|
| • Microsoft Office and Internet Proficiency | • Complaint Handling |
| • Verbal and Written Communication | • Goal Oriented |
| • Strategic Oversight | • Critical Thinking |
| • Leadership / Team Building | • Public Relations / Client Outreach |
| • Product / Sales Development | • Negotiation |

CERTIFICATIONS ACQUIRED THROUGH LEBANESE CENTRAL BANK

- Lebanese Financial Regulations (pass with merit)
- Banking Ethics
- Credit Analysis
- Risk Investment
- Lending Process
- Financial Fundamentals

LANGUAGES

- Arabic: Native language
- English: Professional working proficiency
- French: Advanced level

HOBBIES

- Basketball / Exercising
- Traveling
- Reading