

Elie Michel Haddad

PERSONAL DATA

Birth date : 25.08.1985
Marital status : Married
Nationality : Lebanese
Address : Mansourieh – Sami Solh Street – Kouzi Bldg. – 1st floor.
Mobile : 00961 3 836 747
Email : eliemhaddad@outlook.com

WORK EXPERIENCE:

Lebanese University **2016-Present**
Instructor of Accounting I, Accounting II and Corporate Accounting
Faculty of Economics and Business Administration

Byblos Bank SAL
Relationship Manager
Corporate Banking

2012-Present

- Follow market trends and developments to increase the bank's business in established and developing markets.
- Maintaining existing relationships and identify new business opportunities.
- Ensuring appropriate credit process discipline: timely review/renewal of credit lines.
- Prepare credits packages
- Monitoring the activity of the portfolio.
- Ensure credit compliance with local policies.

Skills:

- Considerable knowledge in analysing financial statements
- Considerable knowledge of credit and credit quality
- Proven leadership with excellent interpersonal communication skills
- Considerable knowledge and experience in managing and growing a large and complex portfolio of commercial loans
- Excellent judge of potential qualified clients/deals

Personal Banker – Main Branch

2008-2012

- Selling & cross-selling banking products such as retail loans, credit cards, housing loans, small business loans, and others.
- Contribute in the achievements of the branch yearly target.
- Assist customers by choosing the adequate loan depending on their specific needs.
- Ensure that the Bank policies are applied.
- Contact prospective customers to determine their needs and promote the bank services

EDUCATION:

Master in Business Administration École Supérieure des Affaires (ESA), Beirut - Lebanon	2011 -2013
DESM (Diploma in Higher Managerial Studies) École Supérieure de Commerce de Paris (ESCP), Paris - France	2011 -2013
Maîtrise: Audit and Accounting Lebanese University (Section 2), Beirut - Lebanon	2009-2010
Bachelor of Business Administration in Audit and Accounting Lebanese University (Section 2), Beirut - Lebanon	2005-2008
Official Lebanese Baccalaureate – General Science (SG) Collège du Sacré-Cœur, Gemmayzé - Lebanon	2004-2005

TRAININGS:

Bank Credit Achieved with a merit grade
Banking Ethics Achieved with a merit grade
Lebanese Financial Regulations (LFR) Achieved with a merit grade
International Introduction to Investment (III) Achieved with a pass grade, accredited by Chartered Institute for Investment and Securities - CISI (Banking and Finance Qualifications)
International Seminar at ESCP Europe, Paris - France Courses achieved : “Entrepreneurship” and “Negotiation”
Byblos Bank, Lebanon Certificate in retail lending: “Risk and Management”
Attended the following seminars at Byblos Bank: <ul style="list-style-type: none">- Financial statements analysis-Advanced- Banking operations- Letters of credit- Letters of guarantee- Internal Audit : Control Awareness- Banking Legal Aspects- Retail products sessions: Personal loan, car loan, Bancassurance, cards- Small business

LANGUAGES: English: Very Good French: Very Good Arabic: Excellent