

Armand Torsarkissian

armand.torsarkissian@gmail.com | +961 70 15 77 11

PROFILE

Multilingual individual with hands on experience in corporate banking and financial services. Key traits include being goal-oriented, success-driven, and intuitive professional. Effectively communicating with various customers as well as determining and addressing their needs. Known for being energetic and an enthusiastic team player with broad-based knowledge of corporate banking and commercial loan policy.

Nationalities: Canadian / Lebanese.

EDUCATION

University of Illinois at Urbana Champaign – MS in Management **2022 - 2023**

- Modules include: Leadership and Teams, Marketing Management, Project Management.

Lebanese American University – BS in Banking & Finance **2012 - 2017**

- Modules include: Managerial Finance, Financial Institution, and Security Analysis & Portfolio Analysis, Banking Operations, Top 10% in CAPSIM simulation.

Certificates & Professional Development

- Bank of Beirut: Hands on Banking.
- National Association of Underwater Instructors (NAUI): Open Water Diving.
- Get Inclusive: Voices for change.
- Banking Financial Institute: Credit Analysis.
- Bank of Beirut: Leadership Attitudes.

Tools

MS Dynamics CRM, SAP, Workspace IBM notes, E-trade, Moody's, Blacklist, Kompass, MS office.

Languages

English (Fluent), Arabic (Native), French (Native), Armenian (Native), Spanish (Intermediate).

PROFESSIONAL EXPERIENCE

Bank of Beirut (HQ) **Lebanon**

Assistant Relationship Manager

June 2018 – Present

Bank of Beirut is present across 4 continents with +100 branches and subsidiaries such as Bank of Sydney.

- Decreased client liabilities by +\$20M in less than 9 months during the peak of the pandemic.
- Expanded my portfolio by 40% by addressing customers growth obstacles and acting as their trusted advisor.
- Boosted customer retention rate to 90% by strategically orchestrating cross department support teams.
- Supported corporate banking relationship managers, senior and team leader in financial analysis, accounting, and other financial services for clients.
- Leveraged market intelligence by using BI tools to identify potential key accounts/clients.
- Analyzed corporate clients' financial health and provided strategic recommendations.
- Co-led the corporate prospect tiering processes.

Liban Freeze S.A.R.L. **Lebanon**

Junior Supply Chain Manager

June 2016 – June 2018

- Enhanced quality control by designing, and implementing systems to streamline supply chain management.
- Collaborated with suppliers to maintain available stock and avoid shortage.
- Developed custom price list to address specific market segments.
- Coordinated with banks for purchases with letters of credit.

EXTRACURRICULAR ACTIVITIES

Memberships & Volunteering

- **DAFA Campaign:** Volunteered in reconstructing Beirut after the August 2020 explosion.
- **Armenian General Benevolent Union:** Activity coordinator for interns in London.
- **Lebanese American University:** President of the Armenian Club (2014-2015).
- **Armenian General Benevolent Union:** Member of the University Student Committee (2013-2015).

Sports

- **Lebanese American University:** Player in the soccer varsity team (2013-2014).