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# PAULINE KORBAN

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## OBJECTIVE

Results-driven, highly motivated person always searching for challenging opportunities in innovative and creative industries to employ my exceptional experience and knowledge in rights management, community building and partnerships to benefit the organization

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## EXPERIENCE

Team Lead and Rights Manager |July 2018 – Till Present| Warner Music Group - MENA

I am currently in charge of the music licensing and brand partnerships department for the MENA office, and I oversee the rights management application for our catalog in the region. My duties cover the following:

- **Primary Rights Management** Contact for our label in the MENA region
- **Music Licensing and Supervision:** Negotiate licensing agreements with labels, publishers and artists. Research music rights, manage music catalogs, and stay up to date with industry trends and new regulations. Develop and, maintain relationships with creative agencies and production houses and assist them in sourcing the right music for their briefs
- **Brand Partnerships:** Meetings with different brands and assist in creative brainstorming so that they could see with what brand each artist would go. Map and outreach to different brands while building databases of different brands that would go with different artists.
- **Team Lead and Business Development:** Coordinate with our local team on main projects to ensure a proper and smooth execution of tasks and seek new business opportunities for the label to expand our services and catalog.

Program Manager |Sep 2017- March 2018| SoUK.LB in partnership with the UK Embassy in Lebanon and Bootcamp

I was responsible for leading the overall technical support and operations of the program. My duties covered the following:

- **Overall planning** the activities alongside the program partners (DAI and the FCO), resources, skills and operations of the program.
- **Pre-incubation:** Deal flow generation, screening of proposals, outreach, training development, presenting proposals to the next level for selecting incubates.
- **Acceleration and Mentorship**
- **Monitoring** the social enterprises business development during the acceleration period
- **Projects' implementation and Reporting** to DAI
- **Identification funding**, growth opportunities and revenue streams for social entrepreneurs.
- **Budgeting** processes to support financial infrastructure of program.
- **Strategic and Community partnerships** to feed the program with training support, mentorship network and outreach campaigns

Community and Partnerships Manager | May 2015 – March 2018 | Bootcamp by AltCity in partnership with El Mawarid Bank and the Central Bank

- **Events and workshops** Plan various all the workshops/events/webinars for the Incubator, and execute the same with the help of team members and external consultants
- **Mentor Network** support the program manager in developing the mentor network for the Incubator and work with them to make the Incubated venture successful.
- **Partnerships and sponsorships** support the program manager to forge partnerships with other organizations for providing services to the startups or the organization, marketing the program, sponsorships...etc. Liaison with the government and industries.
- **Reporting** by providing input on support provided an impact made.

Community Curator and Events Manager |Jun 2013 – May 2013| AltCity

- **Manage** all building operations and communicate with market support to ensure highest level of member satisfaction
- **Develop** community initiatives designed to create connections between members, including member introductions, overseeing events, electronic and print communications, and building walkthroughs

- **Oversee** events to ensure there is a good balance of educational, member appreciation, and lead generating/sales related events Prepare daily, weekly and monthly reports that outline community and sales progress
- **Engage** in the larger city community by attending events and networking with local start-ups and organizations
- **Effectively** manage Community Services Leads to ensure a healthy community

Food and Beverage Consultant |2008 – 2013|

*6 years in F&B project consultancy and design (details to be provided upon request)*

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## EDUCATION

- **2003-2004 Université Catholique de Lyon, Achrafieh**  
ESDES (Bac +4), Finance
- **2001-2003 Pigier, Suplec Achrafieh**  
Bac +3, Finance & Audit
- **1984-1999 Collège de la Sainte Famille Française, Fanar**  
Bac II (French & Lebanese) degree with emphasis on Experimental Science

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## PROFESSIONAL TRAINING

- **Project Management Certification** from l'Ecole Supérieure des Affaires (ESA), Clemenceau
- **Effective Time Management Certification** by Starmanship and Associates

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## LANGUAGE

- Proficient in English, French and Arabic

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## SIDE ACTIVITIES

- Marathon Runner, Crossfitter and Fitness, Health and Wellness advocate