

Elias Hayek

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Objective

To achieve balance between providing the best business environment, best tailored product and High Value Client investment strategies

Education

Ecole Supérieure des Affaires (ESA) -

Business Conduct (CISI) – CMA Requirement;
Global Financial Derivatives (CISI) – CMA Requirement;
Lebanese Financial Regulations (CISI) – BDL103 Requirement;
Fund Management – Part1;
Investments and Risks (CISI) – CMA Requirement;
Global Securities (CISI) – CMA Requirement;
Fixed Income Certificate;

Beirut, Lebanon
June 2017
January 2016
September 2014
September 2014
January 2013
June 2012
June 2011

ACI -

ACI Dealing Certificate

Beirut, Lebanon
2017

American University of Beirut (AUB)

Bachelor of Business Administration – Marketing,

Beirut, Lebanon
June 2009

College Sacre-Coeur Gemmayzeh

Baccalauréat Libanais – Spécialité Science Generale,

Beirut, Lebanon
June 2005

Work Experience

Apr 23 – Present: Exness – Sales

Limassol, Cyprus

Team Lead of Regional Premier

- Create an inspiring team environment by motivating team members and fostering an open and transparent communication culture.
- Define goals that team members will work toward, monitor progress, and provide constructive feedback.
- Coach team members by developing individual performance while demonstrating the desired skills and expected work ethic.
- Reflect team performance and results through different performance metrics.
- Act as the primary point of contact between Exness and MENA clients.
- Formulate and articulate market specific strategies, competitive analyses, and growth strategies, including collaborative initiatives with our internal marketing team and loyalty campaign teams, as well as our event teams.
- Prepare activities utilizing available tools, reports, action items, and business insights to enable productive sales activity.
- Build and manage a profitable portfolio of Exness business partners and Premier accounts for the MENA region by acquiring new and growing existing partners.
- Ensure compliance with and adherence to regulatory and brand guidelines.
- Manage existing customer relationships and handle issue resolutions.
- Participate in industry and partner events.

Oct 21 – Mar 23: Exness – Sales

Limassol, Cyprus

Key Account Specialist

- Be the primary point of contact between the respective clients, partners and Company
- Maintain direct communication with customers through company-approved channels to achieve KPIs
- Communicate and work closely with other departments across Exness to provide clients with prompt and quality service.
- Establish, develop, and maintain business relationships with current and prospective customers to generate new business for Exness's products and services.
- Keep customers up to date with Exness's developments to ensure they receive the highest level of service.
- Build and manage a profitable portfolio of Exness business partners and Premier accounts for GCC1 by acquiring new and growing existing partners.
- Identify existing customer inquiries, manage ongoing relationships and resolve their issues promptly.
- Participate in industry and partner events.
- Create an inspiring team environment by motivating team members and fostering an open and transparent communication culture.
- Coach team members by developing individual performance while demonstrating the desired skills and expected work ethic.

Apr 21 – Oct 21: Bankmed – Financial Markets

Beirut, Lebanon

Senior Relationship Manager

- Manage a portfolio of \$50 Mio (Fixed Income, Equities, Funds)
- Build relationship with existing and potential, understand their line of business and provide them with tailored financial services based on their needs
- Keep up strong relationship with existing clients and inform them about market conditions
- Compliance with all BDL/BCC/CMA and Internal regulations and requirements
- Cater to Client Investment and Banking requirements
- Share best practice and business bottle-necks with other team members to improve business proposition and team development
- Work on updating Client Accounts by having them sign new onboarding documents with priority being given to active clients
- Contribute to the Productivity of the Team by working on Growing the Synergy between Team Members
- Establishing various ways to get business without the need for prompts and make sure to share practices with the team both for fine-tuning of approach and to share business best-practice.

Nov 18 – Apr 21: Bankmed – Financial Markets

Beirut, Lebanon

Relationship Manager

- Manage a portfolio of \$12 Mio (Fixed Income, Equities, Funds)
- Cross-sell and promote all Bankmed products in addition to Financial Markets products and services (Online Trading, Fixed Income, Equities, Futures...)
- Increase productivity by presenting new trade ideas to existing clients, increase balance of my portfolio and attract new clients
- Build relationship with existing and potential clients outside Lebanon by visiting them, understand their line of business and provide them with tailored financial services based on their needs
- Keep up strong relationship with existing clients and inform them about market conditions

Feb 18 – Nov 18: Bankmed DIFC Branch – Treasury Division

DIFC, Dubai

Treasury Officer

- Review and monitor all nostro accounts
- Perform money market operations within counterparty limits
- Ensure proper settlement of all deals
- Attend to customers meeting or business trips with the RMs as and when required
- Assist in Marketing: Spot & Forward FX to Corporate, Interest Rate & FX Derivatives, fixed income and structured products
- Perform client and interbank FX transactions
- Generate different reports to Bankmed Head office
- Bankmed (DIFC Branch) Trader:
 - To actively market Bankmed (DIFC Branch) Trader to suitable customers
 - To introduce and train suitable customers on the application
 - To actively market all products under Bankmed (DIFC Branch) Trader
 - To work closely with BMD front office on attracting new clients
 - To ensure compliance with the workflow as per the related P&Ps

Feb 14 – Feb 18: Bankmed – Treasury Division

Beirut, Lebanon

Officer, Online Trading

- Contact potential clients, arrange meetings, discuss with them our service and convert them into live accounts
- Keep up strong relationship with existing clients and inform them about market conditions
- Provide Options and Spot Trades for Online Trading clients
- Execute trades on Bankmed Online Platform for Online Trading Clients
- Gather, analyze and compose Technical and Fundamental analysis
- Make use of Bloomberg and Reuters Terminals
- Educate, present ideas to clients and develop clients' relationship
- Identify and solve issues affecting clients
- Monitor and update clients with margins and accounts' if close to Margin Calls
- Participate in internal and external meetings to develop and implement new projects
- Coordinate with Counterparties
- Provide branches with Spreads to be used for Transactions above 10K
- Trade USD/LBP between local banks (Arbitrage/Position)
- Obtain and execute market prices from WorldLink Platform (market-making traders)
- Execute spot and options trades on Autobahn, JP Morgan, Citi Velocity, Commander and SaxoTrader 2

July 09 – Feb 14: MASTER CAPITAL GROUP - FXCM MENA

Beirut, Lebanon

Trader

- Execute Spot Trades on both FXCM Trading Station 2 and Metatrader 4 platforms
- Execute Futures and options contracts on J-Trader platform
- Monitor institutional accounts (Margins, Liquidation Value, Contracts' expiry, Rollovers...)
- Gather, analyze and compose Technical and Fundamental analysis
- Make use of Bloomberg Terminal
- Educate clients and present lectures and seminars
- Develop client relationships and present ideas to clients
- Liaise with sales traders/clients on market movements
- Monitor and update clients with margins and accounts' if close to Margin Calls
- Identify and solve issues affecting clients
- Obtain market prices from market-making traders and execute the trade.
- Develop relationships with other traders (US and Europe) in order to discuss market conditions and fluctuations, and get a different professional perspective.
- Contact potential clients, arrange meetings, discuss with them our service and convert them into live accounts
- Keep up strong relationship with existing clients and inform them about market conditions

Skills

- **Languages:** Fluent in Arabic and English – Proficient in French
- **Computer Skills:** Bloomberg Terminal, Reuters, Salesforce, Tableau, Microsoft Office – Very Good in Excel and Word
- **Platforms:** Exness Trader, J P Morgan, Autobahn, Saxo Trader 2, Commander, WordLink, Omega, MT4, MT5, Exness Trader, FXCM Trading Station2, J Trader
- **Personal skills:** Technical and Fundamental Skills, Organizational Skills, Communication Skills, Research Skills