

Garabet Boghos Boghossian

Nationality: Lebanese * E-mail: gboghos@hotmail.com
Mobile: +961 76 821727* Home: +961 4 711596 Beirut, Lebanon

SUMMARY

A professional banker with 28 years of experience in the banking industry, 12 out of which are in the credit arena, experienced in a wide range of credit activities: identifying prospective clients, establishing client credit files, developing long-term business relationship with them and monitoring risk and profitability.

WORK EXPERIENCE

Haigazian University – Beirut, Lebanon

Oct 2013 - Present

Lecturer (full time)

Faculty of Business Administration and Economics

- Fixed income securities
- Portfolio analysis
- Monetary economics
- Commercial banking
- Futures, options and other derivatives
- Corporate finance

Haigazian University – Beirut, Lebanon

Oct 2012 – Sep 2013

Lecturer (part time)

Faculty of Business Administration and Economics

- Principles of macroeconomics
- Principles of microeconomics
- Public finance
- Quantitative methods

Banque Bemo Saudi Fransi S.A. – Damascus, Syria

Sep 2007 – Oct 2012

Head of Human Resources and Bank Staff Development & Training Division (Aug 2012 – Oct 2012)

In addition to the responsibilities as Head of Bank Staff Development and Training Division, I was assigned to assume the responsibility as HR Division Head where I managed a team of eight employees who looked, in their turn, after /700/ bank employees from personnel and non-personnel stand points within applicable rules and regulations of our bank.

Head of Bank Staff Development & Training Division (Jul 2012 – Aug 2012)

One of the main purposes of this newly created division of bank activity is to upgrade the professional performance of the bank's staff from various angles. Policies, standards, programs will be set towards that end. The project of adding new departments to this division is under study in the aim of providing a wider spectrum of development services to the Bank.

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Head of Corporate Banking Division

(Apr 2012 – Jul 2012)

In addition to Senior Relationship Manager Task and its responsibilities, I

- Led a team of 22 credit officers of various levels towards achieving the targets of the Division
- Represented the Division at Credit, Bank Management and Assets and Liabilities Committee's Meetings and shared in making decisions for the best benefit of the Bank.

Corporate Banking Division Trainer

(Jan 2012 – Jul 2012)

In addition to Senior Relationship Manager Task and its responsibilities, I, in parallel,

- Prepared training programs in coordination with HR (Training section) and the division manager
- Made an orientation about the division
- Followed up the trainee schedule, attendance and break
- Assured that the trainee had all the required training
- Made final feedback to the HR department /Training section about the trainee

Senior Relationship Manager (Corporate Banking Division)

(Jul 2009 – Apr 2012)

- Monitored risk and profitability for clients' businesses
- Renewed and promoted clients' files
- Coached and trained Relationship Managers and Branch Managers in several Syrian cities on handling credit files
- Assisted the Head of Corporate Banking Division in setting the annual division budget
- Represented the bank in various formal meeting with public and private institutions
- Replaced the Head of Corporate Banking Division at Credit Committees, assumed responsibility and made decisions on his behalf in his absence
- Represented the Corporate Banking Division in several Bank Management meetings

Relationship Manager (Corporate Banking Division)

(Sep 2007 – Jun 2009)

- Identified new clients in major Syrian regions
- Studied and analyzed clients' files and evaluated risk and profitability
- Developed, maintained and renewed clients' files
- Coached, trained and monitored Junior Relationship Officers, Relationship Officers and Senior Relationship Officers on handling credit files

Bank Audi sal (Audi Saradar Group) – Beirut, Lebanon

Credit Officer

Counter Controller

Mar 1993–Aug 2007

(Nov 2000 – Aug 2007)

(Mar 1993 – Oct 2000)

Société Bancaire Du Liban sal – Beirut, Lebanon

Operations Supervisor

Aug1984 – Feb1993

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American University of Beirut (AUB) – Beirut, Lebanon 1990 – 2006

Lecturer (part time)

Adult Education Programs and Business Administration Certificate Program

- Financial accounting
- Managerial finance
- Money and banking
- Managerial economics
- Introduction to economics
- Introduction to business

Haigazian University – Beirut, Lebanon 1991 – 2007

Lecturer (part time)

Faculty of Business Administration and Economics

- Cost and management accounting
- Survey of economic theory
- Principles of microeconomics
- Principles of macroeconomics
- Managerial economics
- Financial markets and institutions
- Investment
- Senior seminar in business
- Financial management

Adult Education Programs and Business Administration Certificate Program

- Managerial finance
- Money and banking
- Investment

Université Saint Joseph (USJ) – Beirut, Lebanon 2001 – 2002

Lecturer (part time)

Faculty of Letters and Human Sciences – Institute of Languages and Translation

- Principles of macroeconomics
- Consecutive Interpretation

EDUCATION

American University of Beirut – Beirut, Lebanon Fall 1985 – Spring 1987
Master's degree in Money and Banking

Haigazian University – Beirut, Lebanon Fall 1981 – Spring 1984
Bachelor's degree in Business Administration

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| LANGUAGES | Speaking | Writing | Reading |
|-----------|----------|---------|---------|
| Arabic | Fluent | Fluent | Fluent |
| English | Fluent | Fluent | fluent |
| Armenian | Good | Good | Good |
| French | Good | Good | Good |
| Turkish | Fair | Weak | Fair |

TRAINING PROGRAMS

- EYH-Higher Education: Monitoring & Evaluation, And Research U.S. Training USAID 2014
- Financial Modeling Masterclass Terrapinn Financial Training 2010
- Conflict Management Lebanon Conflict Resolution Network 2010
- Relationship Portfolio Management – I 3i Logic 2009
- Project Finance Analysis & Cash Flow Forecasting Frankfurt School of Finance & Management 2009
- The Credit & Relationship Management Program 6 Sigma Management Consultancy 2006
- Finding Great Ideas for your Motivation Minds Master 2005
- Credit Risk Management American University of Beirut 2002

PUBLIC LECTURES

- “Armenian Youth and the Syrian Banking Sector.” AGBU Club – Aleppo, Syria (May 2009)
- “Syrian Banks: Present Status, Horizon and Challenges.” AGBU Club – Damascus, Syria (May 2009)

PUBLICATIONS

- Privatization: an Economic Need Facing Obstacles. *Zavarian Review* (vol. 14, issue2, 1999).
- Advantages of Establishing Holding Companies in Lebanon. *Inter Arab Cambist Association (ICA)*, (issue 59, 1988).

MEMBERSHIPS

- American University Alumni Club – Beirut, Lebanon
- Haigazian University Alumni Club – Beirut, Lebanon

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REFERENCES

- a) Dr. Riad Obegi, Chairman at Banque Bemo SAL (Tel. 01-992600) and Chairman at Banque Bemo Saudi Fransi S.A.
- b) Mr. Hassan I. Traboulsi, CEO at Banque Bemo Saudi Fransi S.A. (Tel. 00 963 11 2322580)
- c) Mr. Nabil A. Hcheime, AGM at Banque Bemo SAL (01-200505) and Ex-CEO at Banque Bemo Saudi Fransi S.A.
- d) Dr. Paul Haidostian, President at Haigazian University (Tel. 01 353010/1/2 and 01-349230/1)
- e) Dr. Fadi Asrawi, Dean of Faculty of Business Administration and Economics at Haigazian University.
- f) Mr. Mohamad S. Osman, Advisor to CEO at First National Bank S.A.L. (Tel 01-858311) and Ex-Deputy GM at Société Bancaire du Liban S.A.L.