

FOUAD ABOU HASSAN, CFA, MBA

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Citizenship: Brazilian/Lebanese

Senior Financial Professional

A dynamic and diligent senior financial professional, with strong business acumen, analytical, trading and research expertise. Highly motivated and focused with a commitment to achieving and exceeding demanded targets and business objectives, displays strong commercial awareness and the ability to interpret and articulate complex financial information. Experienced in the meticulous creation and implementation of strategic financial plans and demonstrates highly successful persuasion techniques when recommending investment products. A confident and trilingual manager who is capable of building positive working relationships and thrives within high-pressure client-focused environments. A motivational and inspirational manager, who inspires high performance levels within his team.

CORE COMPETENCES

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| Financial Trading | In-depth knowledge & experience of sophisticated trading strategies. |
| Information Analysis | Consistently produces complex quantitative and qualitative evaluations |
| Asset Allocation | Experienced in dynamic trading allocation of £multi-million assets class |
| Financial Markets | Expert understanding of money market function, bond & equity trading |
| Global Knowledge | Continuously analyses & monitors financial sector & economic climate |
| Persuasive Selling | Recommends and sells appropriate investment products to clients |
| Financial Software | Proficient in MS Office Professional, Bloomberg and Thomson Reuters |
| Communications | Trilingual and able to understand and concisely interpret complex ideas |
| Target-Driven | Focused, diligent & determined under pressure |

WORKING EXPERIENCE

Fidus Investments Cyprus LTD / Executive Director-Head of Trading Desk–Cyprus/ since February 2017

Executive Director responsible for the day-to-day management of the company's operations with the specific role of directing the company's trading activities.

Duties

- Proposing and promoting the company's strategy
- Participate in the regular meetings of the board of directors
- Ensure the company's compliance with the legislative framework
- Supervise and ensure the achievement of the company's sales objective
- Establish, implement and oversee organizational and departmental policies, objectives and procedures
- Supervise, direct and control the company's trading activity
- Insure all trading activity is in line with the customers mandates
- Managing the risks related to open positions on both the company's balance sheet and investors' portfolios

Fidus Wealth Management / Financial Consultant Capital Markets–Beirut/ November 2013- February 2017

Responsible for understanding clients' requirements and providing guidance to accomplish financial objectives through assessment, analysis and evaluation of financial situations. Accountable for developing and presenting financial strategies and plans, consistently monitoring changes in financial status and circumstances. Coordinate information regarding asset allocation for complex portfolios, track financial markets and economic conditions to maximise revenue. Actively trade bonds and equity investments.

Key Achievements

- Achieved projected performance levels by introducing a top-down approach, based around macroeconomic and geo-political fundamentals, in addition to performing detailed technical analysis

- Made a major contribution on a key project to develop and improve risk management for equities which successfully identified AUM oversights of more than \$100m
- Effectively liaised with new clients and maintained existing professional relationships, building rapport by identifying, recommending and providing appropriate services in accordance with requirements
- Demonstrated excellent product knowledge and used effective negotiating and persuasive selling techniques when introducing and promoting suitable products to clients

Bank of Beirut and Arab countries/ Private Banking Department-Beirut/ February 2010 – November 2013

Worked closely with clients and used financial knowledge and experience of investment markets to assist with choices between different types of investment options available, including identifying arbitrage/rollover opportunities. Execute trades of stocks, derivatives and bonds to achieve client goals, explore opportunities as appropriate and in accordance with individual financial circumstances.

Key Achievements

- Implemented an integrated, structured approach to equity and derivatives trading through the diligently planned introduction of block trades
- Carried out comprehensive analysis of risk-reward patterns within the market and took immediate advantage of beneficial investment and trading decisions to achieve outstanding performance levels

EDUCATION

CFA – Chartered financial analyst - CFA institute/ June 2016

MBA-Lebanese American University, Beirut Lebanon/ graduated October 2010

Master's in business administration with emphasis on finance, graduated with distinction

Bachelor in Business Administration, Saint Joseph's University, Beirut, Lebanon/ graduated June 2008

CERTIFICATES AND SEMINAR

Financial modeling and business analytics- EDUPrestine/ September 2016

Investments and risks- Banking & Finance Qualifications, BDL/ July 2012

Technical analysis-“the comprehensive course”- Sponsored by IFTA & ACI Lebanon/ June 2012

Securities- Banking & Finance Qualifications, BDL/June 2011

FX & commodities Predictions using Elliott wave theory- Lebanese Society of Technical Analysts/ October 2010

LANGUAGES

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| ARABIC | Native Speaker |
| ENGLISH | Fluent |
| FRENCH | Fluent |
| RUSSIAN | Limited Working Proficiency |

REFERENCES

Available upon request