

Husseyn Smili

Dubai, UAE

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PROFESSIONAL SUMMARY

A versatile professional with an entrepreneurial mindset in and out of the corporate world. I have 10 years of relationship management and business development experience at top tier global banks focusing on acquiring and managing clients and assets across the MENA region.

EDUCATION

IE Business School

MBA Master of Business Administration

Madrid, Spain

January 2016 - December 2016

- Creator of www.mimble.co
- Co-founder of IE Fin-Tech Club
- Coordinator of IE Basketball Team

University of Toledo

B.B.A Bachelor of Business Administration

Ohio, United States of America

August 2003 - December 2005

- Received Dean's List Honors for academic excellence, Spring 2004 and Spring 2005
- Member of Alpha Kappa Psi – The Professional Business Fraternity

American University of Beirut

B.B.A Bachelor of Business Administration

Beirut, Lebanon

September 2001 - July 2003

PROFESSIONAL EXPERIENCE

ABN AMRO Bank N.V.

Director, Relationship Manager

Dubai, United Arab Emirates

November 2011 - January 2016

- Focusing on new business development, increased growth of Middle East business by bringing in new assets from high/ultra high net-worth individuals, institutions and family offices in the MENA region
- Exceeded revenue targets each year by building on relationships with new and existing clients
- Conducted research and analysis across all major asset classes to advise and consult clients on bespoke investment strategies in both developed and emerging markets

Merrill Lynch Bank (Suisse) S.A. (Private Banking)

Assistant Vice President

Dubai, United Arab Emirates

March 2007 - November 2011

- Managed assets for high/ultra high net-worth individuals, family offices and institutions across the MENA region
- Received First Vice President award for exceeding annual revenue targets
- Consulted and collaborated across different teams and departments to optimize client investment portfolios and succession planning structures

Ed-Smiles Import/Export Company

Partner

Shanghai, China

July 2006 - February 2007

- Built relationships with manufacturers and vendors of cement, wood and textiles in China, to market and sell to distributors in Bahrain, Saudi Arabia, Lebanon and Jordan

Smiles Telecommunications

Partner

New Mexico, USA

December 2005 - July 2006

- Led and executed roll out of a new prepaid cellular phone company in New Mexico, partnering with over 30 retail outlets and the third largest wholesaler in New Mexico

LANGUAGES

English (Native), Arabic (Native), Spanish (Conversational)

OTHER INTERESTING INFORMATION

- Created an online saving platform, www.mimble.co; IE venture lab selected finalist
- Co-Founded The Clean Team, a cleaning services company with 25 full time employees
- Co-Founded Mr. Shattaf, a travel accessory brand supplied to retail outlets in the UAE and Saudi Arabia
- Active volunteer in charities for refugees in Lebanon