

Nader El Boustany

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Manager Business Development & Placements

- Highly motivated and well connected Business Development Manager
 - Rigid 7-year experience in the financial and investment banking industry
 - MENA equity capital and debt markets specialist with deep industry knowledge
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Professional Experience

Al Mal Capital | Dubai, UAE

Sep 2014 – Current

Manager | Business Development & Placements

- Key member of the Business Development team contributing to the growth of all business units (Investment Banking – Asset Management – Private Equity – Direct Investments – Capital Markets)
- Creating, managing and nurturing new relationships with HNWIs and top tier institutions in the MENA region
- Achieving cross-selling targets across all respective business lines (Generated AED 150 Mn in Assets Under Management through investment accounts and public funds)
- Negotiating and conducting deal agreements with institutions mainly in the Real Estate, Healthcare, Education and Financial sectors – effectively originated by and sell side mandates across the board
- Successfully pitched and raised capital to place IPOs, Sukuks, bonds and private deals across the region – solely managed to raise c. AED 100 Mn through roadshows and adhoc transaction placements
- Institutional Book worth over AED 1.5 Bn – HNI Book worth over AED 500 Mn

DirectFN - Mubasher | Dubai, UAE

Jun 2013 – Sep 2014

Regional Development Manager

- Heading new business development across the MENA region
- Launched financial intelligence platform for investment bankers and asset managers - www.decypha.com
- Meeting sales revenues alongside company financial objectives | Overachieved sales quota by 35% to generate AED 750k in revenues
- Responsible for heading up expansion in new markets as well as continued expansion among existing clients
- Overseeing content and product development to meet client requirements
- Create, negotiate and execute commercial agreements with partners and resellers in North Africa

Thomson Reuters | Dubai, UAE

Nov 2012 - Jun 2013

Business Development Manager

- Managed new business sales across GCC Countries
- Responsible for flagship financial platform sales & MENA companies and projects database streamline
- Met with more than 50 potential clients on a monthly basis across GCC countries
- Averaged USD 35 K + in new sales month on month
- Achieved new business sales organization record
- Collaborated with product managers to co-pitch on customized enterprise solutions

Zawya - Thomson Reuters | Beirut, Lebanon

Jan 2012 - Nov 2012

Senior Product Analyst - Financial Services

- Maximized the potential offerings of the Zawya Financial Services Department by engaging in market, customer and product research and analysis

- Analyzed various information sources in order to create new online products and enhancements
- Collaborated with content team to engage them on transforming data to intelligence
- Coordinate with and assisted senior management on overall company strategy and innovation models

Zawya | Beirut, Lebanon

Mar 2011 - Jan 2012

Team Leader - Funds Department

- Empowered professionals with the means to identify, monitor, and assess investment opportunities in the MENA public capital markets
- Managed a team of 4 analysts
- Researched the Funds Industry across the MENA region to compose industry reports and articles
- Promoted transparency and compliance across the funds industry by networking and community building

Analyst - Funds Department

Sep 2009 - Mar 2011

- Managed a database of over 1200 mutual fund profiles
- Reviewed and updated content
- Maintained a unique funds rankings system and ranked mutual funds on a quarterly basis
- Constantly achieved targets to be promoted through analyst grades

Education

Notre Dame University | Beirut, Lebanon

2006 - 2009

Faculty of Business Administration and Economics:

Bachelor's Degree in Banking and Finance

- Core GPA: 3.4 /4.0
- Top 5 class ranking
- Dean's list of academic recognition
- Have financed 100% of all college expenses through savings, work – study grants, and scholarships

IE Business School – Online Program

2016 – 2018

Blended Global MBA Program Candidate

Entrepreneurship | Corporate Finance Major

Entrepreneurship

Liqwit Creative Firm | Beirut, Lebanon

2010 - 2013

- Co-founded and launched an advertising and graphic design firm with a new edge where projects are backed by marketing, business and financial studies
- Responsible for sales and operations of the firm
- Consulted with institutional clients and department heads to define their needs and problems, conducted research and gathered information
- Generated over USD 50 K in turnover YoY

Publications

- [GCC Equity Funds & Economic Fundamentals \(Dec-11\)](#)
- [Higher competitiveness and diversified economy help UAE funds restrict losses \(Sep-11\)](#)

Skills

- Languages: English and French (spoken and written fluently), Arabic (native language)
- Operating systems: Windows XX, MAC OSX, Linux (Open source)
- Software: Proficient in Microsoft Office applications, SPSS, Google Apps & Analytics, Meta Trader, TR Eikon, Bloomberg Terminal, Salesforce