JOSEPH BITAR

**josephbitar@hotmail.fr**

Tel: +971 558581576

|  |  |
| --- | --- |
| I am an experienced international Business Development Manager and Investment Advisor. I have spent 7 years between asset management, investment banking and private banking, and I have run my real estate business. I lived and worked in different locations including Dubai, London, Paris, Monaco and Beirut. Currently seeking a senior role in a multinational company. | |
| Citizenships  Education | * **French and Lebanese** * **MSc Banking and Finance, with honours** Paris Sorbonne University 2004 * **B.A. Economics, with distinction** Saint Joseph University, Beirut 2002 |
| Professional experience | * **The First Group – Dubai, United Arab Emirates**   Investment Consultant  November 2015 – April 2016  The First Group is a leading developer of iconic hotels in Dubai, offering individual investors the opportunity to profit from purchasing hotel rooms and suites. I joined the company as an investment consultant, advising potential investors on the features and financial benefits of the proposed hotel investments.   * **Breteuil Estates, Chelsea, London – Estate Agency**   Senior Consultant  January 2015 – August 2015  Breteuil is a leader in the Parisian estate agency business, specialized in the high-end of the market. The company opened its first office in London in the affluent Chelsea area. I joined the Chelsea office with a specific consulting mission focused on new business generation. I helped double the office income in the eight months’ period I spent with the team.   * **Martin and Co Fulham, London – Estate Agency**   Owner and Director  September 2012 – November 2014  I established my company under the franchise of Martin and Co in Fulham from a cold start at the end of 2012. Within 18 months of trading the company became one of the major competitors in the high end segment of the Fulham residential lettings market. I started focusing on residential sales from the second quarter of 2014.  My team was comprised of 6 employees including 3 negotiators, a lister, a property manager and an office manager.  I acted as sales manager and lettings manager alongside my owner/director role. My major tasks were business planning and market study, premises management and finance, staff recruitment, regulatory compliance and professional affiliations, client accounting, marketing and advertising, property valuation and listing, training and supervising the negotiators.  I terminated the franchise in November 2014.   * **Societe Generale – Corporate and Investment Banking**   Debt Capital Markets  Vice President - Sovereign, Supranational & Agencies  January 2010 – November 2011  Duties included:  Conducting analyses on new bond issuance and on target clients.  Preparing written market updates, bond pricing and proposals to client.  Executing Debt Capital Market mandates.  Working with other business lines and investment banking departments to insure the success of Sovereign debt issuance.  Training junior members of staff. |
|  | * **Societe Generale – Asset Management** Middle East Institutional Sales March 2007 – December 2009 Duties included:   Marketing of SGAM’s asset management expertise to institutional clients throughout the Middle East: long only mutual funds, hedge funds, funds structured notes, private equity/mezzanine funds and real estate funds.  Developing a wide client network within sovereign wealth funds, public institutions, corporate, banks and financial companies in Kuwait, the United Arab Emirates, Qatar and Bahrain.  Identifying opportunities and providing proactive feedback to the management centers in London, Paris, Los Angeles and Singapore in order to propose innovative investment solutions.  Signing Investment Management Agreements with major Middle Eastern investors and leading structuring, legal and fees negotiations.  Assisting SGAM Middle East CEO with strategic marketing by selecting the product offer suitable to our Middle Eastern clients and implementing marketing strategies.   * **Societe Generale – Asset Management** Marketing, Product Development and Client Reporting Department Product Specialist and Performance Analyst January 2005 – February 2007   Duties included:  Being in charge of asset management products marketing for all asset classes: equities, fixed income, hedge funds, private equity and structured products.  Producing marketing and sales booklets and monthly portfolio analyses and performance attributions. Setting up new calculation methods for fixed income client reports, performance indicators and risk ratios.  Answering clients' technical queries on investment strategies and contributing to requests for proposals in collaboration with the marketing and management teams.   * **HSBC – Private Bank** Paris and Monaco Trading Desk June 2004 – December 2004   Duties included:  Paris: Traded European and US bonds and equities and provided analyses to HNW clients on market trends.  Monaco: Provided advisory and technical assistance to private portfolio managers on interest rates structured products. |
| Skills and technical knowledge | * CFA Level 1 * IT skills including advanced knowledge of MS Office (Excel, Word, PowerPoint, Access) * Professional use of financial data systems (Bloomberg, Reuters, DataStream) * Professional use of estate agency softwares: Jupix and Expert Agent * French Driving License holder * Fluent in English, French and Arabic |