

WAHIB CHARBEL

Certified Football Professional | Relationship Manager

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📍 Canada / Lebanon

SUMMARY

Multidisciplinary football and business professional with 10+ years of experience across banking, NGOs, and the football industry. Strong background in client relationship management, business development, and operational coordination, combined with hands-on experience in youth football academies, coaching, scouting, and football operations. Known for building trust with diverse stakeholders, driving growth KPIs, and bridging commercial strategy with football development and performance.

CERTIFICATION

Sales Advantage Course

Dale Carnegie Training

TCF Canada - Niveau B2

France Éducation international

IELTS - General Training (overall score 8.0)

British Council

Lebanese Financial Regulations

Chartered Institute for Securities & Investment (CISI)

Introduction to Securities & Investments (International)

Chartered Institute for Securities & Investment (CISI)

Football Administration & Management

AFC Academic Center of Excellence

Academy Management and Talent Development

Focus Sport Business School

Football Scouting Programme

Professional Football Scouts Association (PFSA)

Level D football coaching diploma

The Asian Football Confederation

LANGUAGES

English Proficient ●●●●●

French Advanced ●●●●●

EDUCATION

Football Coaching Diploma, Football

Step Ahead Sports School & WOSPAC

📅 01/2018 - 12/2019

Post Graduate Diploma, Football Business

Johan Cruyff Institute

📅 01/2017 - 12/2018

Bachelor's Degree, Business Administration and Management, General

American University of Technology

📅 01/2007 - 12/2010

EXPERIENCE

Assistant Producer - EA FC



EA SPORTS

📅 2025 - Present

📍 Vancouver, Canada

Gaming

- Support the delivery of game features from concept to launch through collaboration with designers, artists, engineers, and project managers.
- Document design ideas with clear and structured input.
- Assist Lead Producers by communicating progress, challenges, and priorities within your team throughout development.
- Foster a collaborative team culture by sharing knowledge and learning from others.

Senior Resettlement assistant



UNHCR

📅 01/2022 - 07/2025

📍 Beqaa, Lebanon

INGO

- Improved mission efficiency by {20%} by organizing logistical support for {15} resettlement missions in Lebanon.
- Conducted preliminary interviews to identify refugees for resettlement or family reunification.
- Prepared documentation for resettlement submissions, ensuring timely updates of case records.
- Followed up on resettlement cases from submission to final decision and departure.
- Provided accurate information on UNHCR's resettlement policies to persons of concern.
- Coordinated travel arrangements for refugees accepted for resettlement.
- Maintained resettlement statistics and prepared reports.
- Reported suspected resettlement fraud, ensuring compliance with UNHCR guidelines.

Founder



Octagon

📅 2022

📍 lebanon

Startup project

- Developed detailed manual event-tagging system across 8 match categories
- Offered custom team & player analysis reports
- Supported clubs and academies in KPI tracking and talent evaluation

LANGUAGES

Arabic

Native 

AWARDS



Certificate of recognition for achieving outstanding performance in "Retail" - Bank Of Beirut



Sales Presentation Champion, Issued by Dale Carnegie Training

EXPERIENCE



Relationship Manager, Business Banking unit - Transaction Banking Department

Bank of Beirut

 05/2021 - 12/2021

 Beirut, Lebanon

Financial Institution

- Increased cash management clients portfolio by developing business relationships in target markets for business banking.
- Identified cross-selling and referral opportunities in commercial and retail segments.
- Conducted portfolio reviews to ensure growth in transactions and liquidity.
- Liaised with branch network to meet KPIs and shared targets.
- Handled stakeholder complaints through formal processes to resolve issues.
- Monitored client activities to achieve business value and suggest enhancements.
- Reactivated dormant accounts and generated new corporate leads.



Senior Personal Banking Representative

Bank of Beirut

 10/2016 - 05/2021

 Beirut, Lebanon

Financial Institution

- Contributed to the growth of business and hence branch profits through business development
- Built and Developed Relationships with bank customers and attract new clients all while abiding to compliance regulations
- Cross-sell the bank's products based on transparency and suitability requirements, using CRM
- Encouraged and enhanced the sales culture within the branch by coaching and monitoring coworkers
- Coordinated with sales and service quality unit to maintain an excellent client servicing level



Founding Member

Club Deportivo Beirut

 01/2020 - 08/2020

 Beirut, Lebanon

Football Academy

- Led strategic development of youth training programs
- Created technical and scouting department
- Managed operations, marketing, and club identity
- Increased engagement by 25%
- Led training sessions, managed game preparation
- Supported tactical and technical development of youth players



Personal Banking Representative

Bank of Beirut

 10/2011 - 09/2016

 Beirut, Lebanon

Focused on sales and marketing within the financial products industry, specializing in loans and customer relationship management.

- Promoted and sold personal loans, car loans, housing loans, credit cards, and saving plans
- Supported branch manager to achieve targets and boosted sales performance
- Developed client relationships, handled complaints, and improved customer service via CRM systems
- Trained and supervised new staff on sales efficiency and product knowledge
- Advised on FATCA compliance and managed auditing processes
- Acquired new clients through targeted outreach, outbound visits, and cold calls



Trainee

HSBC

 08/2009 - 10/2009

 Beirut, Lebanon