

CURRICULUM VITAE

Name: Said Mouawad

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Social Status: Married - 3 children.

Date of Birth: 28 March 1952

Place of Birth: Zgharta – Lebanon

Countries of Citizenship: Lebanon / Netherlands, EU.

Higher Education:

American University of Beirut (Beirut, Lebanon): **BA in Economics** in 1975

Loyola Marymount University (Los Angeles, CA, USA): **MBA** in 1978

Languages:

Speak, read and write fluently: **Arabic, English, French and Spanish.**

Work Experience:

1978 – 1981: Philip Morris International – Las Palmas, Canary Islands – Spain

Assistant to the General Manager of the Canary Islands division.

Duties included the full management of new brands department, i.e. starting at the scratch level of a new brand and taking it from inception to distribution.

Creating and implementing strategies for brand awareness through promotional activities at social and sporting events

1981 – 1983: Philip Morris Spain – Madrid

Manager of promotions for Spain and Andorra.

Responsibilities included suggesting executive strategies, preparation of the departmental budget, identification of the best promotional ideas and events, planning the implementation strategies and supervising the execution teams. The staff under management was around 25 full time employees and more than 50 part time.

Because of the unavailability of advertising for cigarettes, promotional activities were the major vehicle used in marketing the products. These activities included major sponsorships in

coordination with Philip Morris International such the Formula 1 and Moto Grand Prix and major local events like Spanish Open Tennis International Tournament in Barcelona, San Sebastian Cinema Festival, prime European events such as European Windsurfing competitions, major art exhibitions and many similar prestigious events.

1983 – 1985: First Phoenician Bank, Beirut, Lebanon

Started with the basic bank duties from teller to customer service before moving to the credit department covering client relationships, follow up and monitoring.

1985 to present: Consulting and Investment portfolio management.

In 1985 I moved to the island of Aruba (Dutch Caribbean) where I started a private business of consulting and investment portfolio management.

Clients were private investors and activities started at identifying prospects, contacting them, engaging and meeting them in order to have a detailed overview of their current investment situations and to discuss with each one individually their goals, risk tolerance, time horizons and whatever is necessary to make a comprehensive investment strategy.

Next step was to present a detailed portfolio suggestion that closely matched their individual goals, and then to effectively implement the strategy in one or more investment portfolios. From then on, starts the daily monitoring of the investments under my total and sole control, which include decision making, contact with investment advisors, extensive research, analysis. At the same time prospecting was continuing and referrals by existing clients were engaged. Periodic reports were given according to the client preference and, because all clients had to be offshore individuals and were spread mostly in Central and South America, a minimum of 2 annual meetings were scheduled with each client.

As a result of almost 25 years of consulting and investment portfolio management, I acquired an extensive expertise in working with high net worth individuals and investment professionals, developing strong personal relationships, engaging problem situations, suggesting and implementing solutions. I also acquired a high level of discipline and ability to work on different projects at the same time.

In the process of my preparation and continuous education I attended many seminars at major US investment firms such as Merrill Lynch, Smith Barney, Paine webber...

From 1991 to 2003 I was a consultant for Optima Rent a Car, a local medium size company in Aruba, which is involved in activities in the tourist industry, the main business sector on the Island. Duties included advising on business plans, budget and bank financing.

1997 to present: Economical analyst.

From 1997 till nowadays, I'm the economical analyst for the Middle East Studies L.T.D, a local company of research and statistics.

Other Activities:

Starting in 1990 and for 11 years, I was involved on a voluntary basis in the fund raising activities of the Rene Moawad Foundation (RMF) in the USA. My participation included the identification of prospective donors, nurturing relationships, attending fund raising activities and functions and following up with the contacts.

Travelled extensively in Europe, the Americas and Middle East.

Supporting documents and references will be provided upon request.