



RABIE AL-KELANY

📍 Qatar, Doha

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PERSONAL DETAILS

Nationality
Jordanian

Marital status
Married

EDUCATION

MASTER'S DEGREE

Hashemite University / Jordan /
2013

Investment & Finance

BACHELOR

Hashemite University / Jordan /
2005

Financial Economics

SKILLS

MICROSOFT OFFICE PROGRAMS
(MS-WORD, MS-EXCEL,
MS-POWERPOINT, MS-ACCESS)

COMMUNICATION SKILLS

PRESENTATION SKILLS

LANGUAGES

ARABIC

ENGLISH

WORK EXPERIENCE

AHLI BANK

Qatar-Doha

Jan 2018 - Present

● Relationship Manager – Large Corporate / Contracting / Trade

Main Role:

- Manage a portfolio of large corporate and private banking clients.
- Develop and maintain customer relationships with corporate/private clients, by providing professional financial solutions in areas of corporate/private lending and trade financing.
- Participate in the origination/structuring of syndicated loans, review credit facilities, conduct credit analysis, prepare credit proposals, feasibility studies, SWOT analysis, and financial analysis.

Job Description:

- Provide specialist financial advice and support to clients under my portfolio & strategically important clients to ensure that their corporate needs are fulfilled.
- Identify and establish new relationships, consistent with the Bank's commercial objectives, so that bank's market share is maximized.
- Identify the creditworthiness/risk appetite of portfolio clients and introduce them to bank products/services accordingly to maximize portfolio revenues.
- High-level judgment & ability to read the market as far as new business opportunities are concerned.
- Ability to grasp & analyze cross-border issues that are likely to impact Bank business.
- Ability to structure complex deals tailored to customer needs
- Ability to understand the competition & formulate counter-strategy to safeguard bank position & with new business.
- Ability to quickly identify risk issues & problem areas & respond to safeguard bank interests.
- Ability to negotiate & convince customers to buy Bank's product/services.
- Networking with key players externally & internally.
- Maintaining high client satisfaction ratings through successful working relationships with clients.
- Remain abreast of the market, industry, competition, and regulatory developments to contribute to the enhancement of the businesses' products and services.
- Assist with portfolio credit monitoring process in compliance with group credit policies, standards, and regulatory requirements.

BANK ABC (ARAB
BANKING
CORPORATION),
JORDAN-AMMAN
Jun 2015 - Jan 2018

● AVP / Accounts Supervisor – Large Corporate / Contracting / Trade / Government

THE HOUSING BANK
FOR TRADE &
FINANCE, JORDAN-
AMMAN

● Corporate Relationship Manager / Contracting / Trade / Real estate.

Jul 2012 - Apr 2015

ARAB NATIONAL
BANK, KSA-RIYADH
Jun 2012 - Jun 2012

● Commercial Relationship Manager / Contracting / Real estate.

THE HOUSING BANK
FOR TRADE &
FINANCE, JORDAN-
AMMAN
Mar 2005 - Mar 2011

● Corporate Relationship Manager / Contracting / Trade / Real estate.

TRAINING COURSES

- 40 Training hours Credit Portfolio Management
- 24 Training hours L/Gs
- 40 Training hours Sales & Negotiations Skills
- 160 Training hours Credit and Relationship Management (CRM)
- 80 training hours International Accounting Standards (IAS)
- 40 training hours Direct Facilities
- Deposits & Banking Services
- 40 Training Hours Personal Loans
- 24 Training hours Credit Cards
- 80 Training Hours , L/Cs
- 16 Training Hours Translate Strategies to Actions.
- 16 Training Hours Building Effective Teams
- 25 Training Hours Business Analysis for Professionals
- 60 Training Hours SME's Management (Empretec Certificate)