

Curriculum Vitae



PERSONAL

Name

Amara Adel

Address

662 Rue Voltaire
01220 Divonne les bains

Phone number

0041764399702

Email

adel.amara@gmail.com

Date of birth

20-10-1971

Place of birth

Algiers

Gender

Male

Nationality

French

Marital status

married

LinkedIn

<https://www.linkedin.com/in/adel-amara-5051161b>

LANGUAGES

English ● ● ● ● ●

French ● ● ● ● ●

Arabic ● ● ● ● ●

German ● ● ● ● ●

INTERESTS

Biking, Scooba-diving, hiking

PROFILE

24 years of bank activities on which 20 at high level management in business development in banking relations and Trade Finance with extensive experience in creating market opportunities, maintaining and developing new and existing business relationships. An active contributor to the development and profitability of business illustrated with network of clients, banks and traders based in Europe, Asia, Latin America, Africa and Middle East. Quantifiable results on tailoring and marketing products and services with an innovative and goal-oriented approach.

WORK EXPERIENCE

Jul 2019 - Present

Head of region, Vice president

Banque Cantonale Vaudoise (BCV), Lausanne, Switzerland

Dynamic monitoring country and correspondent banks limits, handling of trouble shooting with correspondent banks and clients, providing quotations for clients in terms of trade finance business (confirmation, discounting bills), RMA, networking and onboarding new correspondent banks, risk participation funded and unfunded basis, counter-guarantees, documentary collections follow up, support corporate clients by providing expertise on foreign markets, local regulation and opportunities of business.

Mar 2013 - Jun 2019

Interim Head of Financial Institutions Department

Al Masraf Bank, Abu Dhabi, UAE

Maintaining and adjusting credit limits for countries and banks. Managing and monitoring Trade Finance transactions, handling compliance issues. Supervising reputation risk of the bank. Managing and extending bank network. Resolve trouble shooting. Maintaining statistic data for Trade Finance business. Negotiating preferential pricing for the bank. Providing quotations for corporates. Compare the position / strategy with the peer group banks in the market. Follow up and anticipate the legal evolution on banking regulations in targeted countries. Report to the Board of Directors.

Dec 2009 - Jan 2013

Head of Financial Institutions Department

Housing Bank for Trade and Finance, Algiers, Algeria

Managing and extending international banks network. Monitoring countries and banks limits. Supporting Trade Finance transactions. Handling trouble shootings. Negotiating preferential pricing for LCs, LGs. Opening and maintaining clearing accounts with correspondent banks. Compliance issues handling. On boarding new corporate clients for Trade Finance business. Reporting to the general management.

Oct 2008 - Nov 2009

Head of Trade Finance Departement

Fransa Bank Spa, Algiers, Algeria

Handling Trade Finance transactions developing international banks network, RMA authorisations. Solving compliance issues. Issuing and advising letter of guarantees. Reporting to the Central Bank. Observing and supervising transactions as per local regulation. On boarding new corporate clients for Trade Finance business. Solving trouble shooting. Reporting to the general management.

Jun 1996 - Oct 2008

Regional Manager, Financial Institutions Departement

Banque de l'Agriculture et du Developpement Rural (BADR), Algiers, Algeria

Responsible for Western Europe and Americas Regions for promoting / marketing foreign trade products of the bank. Maintaining and adjusting limits for banks and countries. Negotiating preferencial pricing for letters of credit and letters of guarantees. Extending international correspondent banks network. Opening clearing accounts. Routing import LCs business. Follow up and anticipate the legal evolution of banking regulations in the targeted countries. Supporting corporate clients for the expansion of their business.

EDUCATION AND QUALIFICATIONS

Sep 1989 - Jun 1991

Bachelor in Arab Litterature and Language

Algerian Ministry of Education, Algiers, Algeria

Sep 1991 - Jun 1995

Master in Political Sciences

Political Sciences and International Relations Institute, Algiers, Algeria

2000 - 2005

High Banking Studies

Interbank School Company, Ministry of finance, Algiers

SKILLS

Trade Finance Transactions
expertise



Financl Intitutions specialist



Sovereign and Banking risk



Profeciency in conducting
Financial project



Business developement



Interpersonal crtitical and
analytical thinking



Strong communication



Service oriented



Team work ethic



Computer skills

