

Tania Kabbani

Trainer

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About Me

Wealth Management expert. MBA, Board certified. Entrepreneur, mentor, and lecturer. Well-traveled and multi-cultural.

Education

Master of Business Administration (MBA)

McGill University
1997 – 1999

HEC Paris (International exchange)

Bachelor of Business Management

McGill University
1992 – 1995

Certifications

Professional Director Certification

Hawkamah Institute for Governance
2023

Wealth Management Diploma

UBS
2012

Languages

English



French



Arabic



Spanish



Italian



Academic/consulting Experience

Founder/Trainer/consultant

2021-2023

Freezone company in the UAE

- Created/delivered training* and provided consultancy
- Topics: ESG, Real Estate Investments, Cash Flow Modelling, CapTable, Valuations

Faculty Instructor, part-time

2003-2009

American University of Beirut

- Created and taught the Private Banking course
 - Obtained top scores in student evaluations
- Taught "Financial Markets and Institutions"

Faculty Instructor, part-time

2007-2009

Université St-Joseph

- Created and taught the Private Banking course for the Masters in Economy program

Family Wealth Experience

Business Development Manager

2023-2024

DIFC, Family Wealth Centre

- Helped build the DIFC Family Wealth Centre
- Won a performance award (Q2-2023)
- Onboarded client (UHNWIs, Family Offices, and Family Businesses)
- Accredited advisers (mainly governance & succession planning advisers)
- Managed partnerships and drafted MOUs
- Planned and executed events for the ecosystem
- Participated in writing a publication detailing DIFC solutions for families
- Helped shape educational initiatives with top schools
- Coordinated with the strategy department to revamp the value proposition

Independent consultant

2010-2011

Confidential

Tania Kabbani

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Ventures

Founder, Petals and Flutter

S.A.R.L.

2016–2018

- Created a brand of upscale and ethereal floral designs in Beirut
- Acquired top clients. Was featured in weddings & events supplier lists of 5-star hotels.
- Developed a website and online shop (e-commerce) with the help of a developer.
- Managed the company's social media accounts and ran advertising campaigns

Private Banking experience

Investment advisor/relationship manager

Mirabaud (Abu Dhabi) Ltd

2019–2020

Investment Advisor

Emirates NBD PJSC, Dubai

2013–2015

Client Advisor

UBS AG, DIFC, Dubai

2012–2013

Senior Financial Consultant

Bank Med, Beirut

2009–2010

Conseillère Private Banking

BNP Paribas (BNPI), Beirut

2003–2008

Relationship Manager

ABN AMRO Bank NV, Beirut

1999–2003

Achievements:

- Managed large clients, on an advisory basis (AUMs of \$1 billion in some cases).
- Built long standing relationships with UHNWIs and family offices in the UAE and the region (average Net Worth > \$100 million per client).
- Gathered experience in most asset classes, in International as well as regional markets: equities, fixed income, structured products, alternatives, and private equity.
- Participated in developing the department from an equity desk to a private banking department (at ABN AMRO Bank).
- Seconded the head of PB in managing the PB department (at BNP Paribas).
- Trained client-fronting employees.
- Attended several family office related seminars & events in London and the GCC.
- Attended a consultative selling skills course in Zurich
- Frequently used Bloomberg, as well as product structuring tools.
- Participated in a WealthTech training (robo-advisory).
- Completed the Bitcoin Basics course with the Bitcoin Association

Mentoring

Ignyte, start-up mentoring

DIFC

2024–present

McGill Women's Alumnae Association
McGill University
2024 – present

BRINC, start-up Incubator
BRINC Bahrein
2022

Dubai Business Women Council
Dubai Chamber
2022

Travel

Nationality: Canadian

Currently residing in: Dubai, UAE

Lived in: Canada, Cyprus, France, Lebanon, the UAE, and the UK

Other

- Member of the pre-jury for the Start-up Launchpad, HEC Paris (UK Chapter) (2025)
- Guest Speaker, CFA Society (2021)
- Frequent user of the Bloomberg terminal - attended several Bloomberg seminars.
- Decent skills in Microsoft PowerPoint, Word, and Excel.