

Lamia Riabi Sayari

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DOB: 23/11/1969, Status: married

Summary

- January 2022 member of B20 INDONESIA Trade & Investment task-force in charge of supporting G20 Countries through specific policy recommendations “The Business Twenty (B20) is the official G20 dialogue with the business community. As the voice of the private sector to the G20, it represents the global business community across all G20 member States and all economic sectors. The B20 supports the G20 through specific policy recommendations, the consolidated representation of business interests and economic expertise. It also fosters dialogue between the public and private sector.”
- January 2022 member of B20 INDONESIA Digitalization task-force.
- January 2022 member of B20 INDONESIA Women in business Action Council.
- June 2021 International arbitrator accredited at Tunisie Center of Arbitration and Mediation ;membership n°216191
- April 2020 Arbitrator, Counsel, Expert, Mediator ICC(International Chamber Of Commerce) United Kingdom Arbitrator & ADR Database specialization Finance and Banking .
- January 2021 member of B20 ITALY Trade & Investment task-force in charge of supporting G20 Countries through specific policy recommendations “The Business Twenty (B20) is the official G20 dialogue with the business community. As the voice of the private sector to the G20, it represents the global business community across all G20 member States and all economic sectors. The B20 supports the G20 through specific policy recommendations, the consolidated representation of business interests and economic expertise. It also fosters dialogue between the public and private sector.”
- January 2021 member of the Special Initiative on Women’s Empowerment launched by B20 Italy.
- December 2019 Joining B20 SAUDI ARABIA as a member of the Trade & Investment task-force.
- September 2019 Member of Commission Consultative d’Entreprise at ATTIJARI BANK which is composed of expert from various fields of action, in charge of developing strategic solutions and planning.
- Member of Trade Finance Tunisian Committee (TFTC) at Association Professionnelle Des Banques Tunisiennes (APBT) in charge of powering International trade and Development in Tunisia and fostering the growth of commerce.
- Member of “Conseil National de l’Export” ,which is an organism created by the Tunisian Government in 2018 in charge of strengthen and developing Tunisian

International Trade and e-commerce.

- 2019 Intl. Trade Finance Instructor at Académie des Banques et Finances (ABF) ,which is launching a new certifying training course relating to the field of Trade Finance, specializing in Documentary Credit and Trade Finance "Spécialité Crédoc" (CPTF CréDoc specialty).
- Active member in the International Chamber of Commerce, APBT membership since June 2020; currently working to create ICC Tunisian National Committee.
- Over 20 years extensive experience in banking trade services with high knowledge in International Trade Operations, experienced in the analysis and streamlining the productivity/efficiency of International Trade Operations and in the most effective and efficient manner resulting in the highest level of Large corporate customer service quality ensuring the related financial and operational risks are mitigated.
- Consultant for all bank activities relating to head office and branches.
- Responsibilities also included Annual Budgeting, Cost Control, providing analytical statistics for business and productivity development reporting; Provide Trade advisory support to key corporate.
- Expert knowledge in Trade Finance banking products; Specifically related to uniform customs and practices such as UCP, URC, URDG, ISBP, ISP98, Incoterms and UN convention for independent guarantees and standby letters of credit.
- Proved high level of efficiency in providing advanced training courses in International Trade Finance Operations and ICC Rules to branch's managers and to our bank corporate clients with valuable training materials prepared and provided to trainees.
- Ability to provide a high level of customer service and to implement appropriate level of internal controls in accordance with system / procedure in the branch / depts.
- Excellent communication and problem-solving skills.
- Ability to prioritize and work with deadlines.
- Strong leadership skills and also strong organizational skills
- Strong exposure to complex international trade cycles
- Positive working attitude with initiative and attention to details
- Heading various departments including Exports, Imports, Export Re-Finance and Guarantees. I have proven ability to manage Trade Finance Operations leading a professional team of more than 30 employees running the International Trade finance operational services with excellent interpersonal and strong problem resolution skills for more than 15 years of managerial jobs.
- Presently working as senior Manager / In-charge of Trade Solutions, Trade Finance, Trade Promotion, financing, development, Banking and Trade for ATTIJARI BANK TUNISIA

EDUCATION

- 2008-2010: Master INGENIERIE FINANCIERE – INSTITUT DES FINANCES ET DEVELOPPEMENT DU MAGHREB IFID –TUNISIA
- 2006-2008: Postgraduate Studies Diploma-Responsible Banking Activities- CENTRE DE FORMATION DE LA PROFESSION BANCAIRE – INSTITUT TECHNIQUE DE BANQUE -PARIS FRANCE

- 1992: Bachelor Degree IN FINANCE AND MANAGEMENT - IHEC – TUNISIA

CERTIFICATIONS

- Mai 2020-Avril 2023: Postgraduate Re-Certified Documentary Credit Specialist CDCS (registration number: R51945) Awarded by LIBF (London Institute Of Banking And Finance), BAFT (The Bankers Association for Finance and Trade) and ICC (International Chamber of Commerce) Academy.
- Mai 2017-Avril 2020: Postgraduate Re-Certified Documentary Credit Specialist CDCS (registration number: R51945) Awarded by LIBF (London Institute Of Banking And Finance), BAFT (The Bankers Association for Finance and Trade) and ICC (International Chamber of Commerce) Academy
- 2015: Postgraduate Certified by following ICC Certificates of Achievement for The Trade Finance e-Learning Programme , jointly launched by the European Bank for Reconstruction and Development (EBRD) and the International chamber of Commerce (ICC). The e-Learning Programme content covers all of ICC trade and Incoterms® rules:
 - URDG Master" EBRD/ICC Advanced Online Training Programme in Demand Guarantees and URDG 758
 - ISP Master" EBRD/ICC Advanced Online Training Programme in Standby LCs and ISP 98
 - DC Master" EBRD/ICC Advanced Online Training Programme in Letter of Credit Practice
 - Incoterms® 2010" EBRD/ICC Online Training Programme in Incoterms® 2010
 - Mentor 600" EBRD/ICC Online Training Programme in Letters of Credit and UCP 600
 - Collections" EBRD/ICC Advanced Online Training Programme in Collections and URC 522
 - Environmental and Social Issues in Trade" EBRD Online Training Programme Environmental and Social Issues related to trade finance
- Mai 2014-Avril 2017: Postgraduate Certified Documentary Credit Specialist CDCS (registration number: R51945) Awarded jointly by London Institute Of Banking And Finance formerly (IFS School of Finance, UK), BAFT-IFSA (International Financial Services Association, USA) and ICC (International Chamber of Commerce).
- 2013_: Postgraduate Certificate on Maitrise et Gestion des Risques de Crédit Entreprises-MRGCE Centre De Formation de La Profession Bancaire – Paris – France

ACTIVITIES

- B20-G20-FAO Dialogue on Sustainable Food Systems June 17th,2021.
- The B20 Regional Consultation Forum 2021 *“Cooperation under the B20 to Overcome the Consequences of the Coronavirus Crisis June 3rd 2021.*
- B20-G20 Dialogue: Unlocking Investment In Maritime Transportation Infrastructure For A More Sustainable Trade - June 15th 2021
- Inception meeting January 21ST-22ND 2021 B20 Italy.
- The B20 Regional Consultation Forum 2021 *“Cooperation under the B20 to Overcome the Consequences of the Coronavirus Crisis*
- 2020:Inception Event – B20 Saudi Arabia 15 – 17 January 2020
Ritz Carlton, Riyadh, Saudi Arabia.
Engaged with more than 650 global leaders to gather insights and input in several key areas driving the global agenda including digitalization, trade, sustainable finance and infrastructure, mainstreaming women in business, integrity and compliance, energy and sustainability, and future of work and education: the B20 SAUDI ARABIA motto for 2020 “transforming for inclusive growth”
- 2020: Member of the drafting committee of the B20 Trade and Investment Taskforce Policy Paper which will be advocated and socialized with policy-makers during G20 summit in November 2020.
- On 26,27 October 2020 invited to the B20’s Saudi Arabia Summit, which will take place virtually with a livestream from Riyadh featuring B20 leaders. This year’s Summit will be a crucial platform for identifying the policies and business practices necessary for cooperation across several issue areas including the future of work & education, energy, sustainability & climate, finance & infrastructure, trade & investment, and integrity & compliance The B20’s focus includes supporting micro, small and medium-sized businesses in responding to the current pandemic but also evolving sustainably by incorporating the Sustainable Development Goals as cross-cutting themes across all of its taskforces, the B20 Saudi Arabia is also committed to creating a more equitable environment for women in business through a dedicated Women in Business Action Council, a first in the history of the B20.
- Joining Accenture and B20’s forum on ‘Designing the Future of Work and Education’ on October 5, 2020. As the knowledge partner for B20, Accenture is honored to provide research and insights on policy development for some of the most pressing issues for business leaders across the globe. This virtual forum helps accelerate actions that leaders can take to provide a more sustainable business environment.
- Joining the B20 Pre-Summit, taking place on 21-22 of September 2020 under the theme of “Shaping a More Inclusive World.” The event will feature a series of dynamic sessions to discuss each B20 Taskforce and Action Council’s policy recommendations to the G20. These dialogues will present inclusive, action-oriented and differentiated policies with the ultimate goal to create a long-lasting impact beyond 2020 for all.
- Participation in the OECD’s 6th annual high-level special session, which took place virtually on Wednesday, September 2nd, 2020: the OECD and B20 leadership, global business leaders and government officials in a dialogue focused on addressing the policies and actions needed to drive sustainable, inclusive growth in the post-pandemic economic recovery.

- 24 August 2020, joining the Integrity & Compliance Taskforce's virtual event "Enhancing Integrity for Responsible and Inclusive Growth".
- On 16 July 2020, joining B20 Saudi Arabia, in its role as the private sector's voice to the G20, at a virtual event called "Preparing for the Second Wave" of COVID-19. The event discusses The B20 COVID-19 Report, The healthcare perspective – What steps should be taken to prepare for a second wave? The macroeconomic picture – What could be the global economic impact of a second wave and what must governments do to mitigate the risk? What practical steps should businesses take now to minimize the impact of a second wave?
- 03 June 2020 joining B20 Saudi Arabia Webinar on a new B20 project around Women's Role in Fighting Corruption in the Supply Chain. The webinar is organized by the B20 Integrity & Compliance Taskforce.
- On Tuesday, April 21, 2020, joining B20 Saudi Arabia, in its role as the private sector's voice to the G20, for a virtual plenary on COVID-19 that will bring leaders from civil society, business and government organizations together in dialogue.
- On July, 2018 participation with the Ministry of Commerce Tunisia in the elaboration of the guide "MANUEL ET PROCEDURES A L'EXPORTATION". This manual applies one of the measures of the "Conseil National de l'Export" by making available to any operator, whether manufacturer, craftsman, trader or farmer, a means of assistance and familiarization with the administrative procedures relating to the process of export of goods. At the same time, this document will serve as a basic means to launch a reflection on the simplification of formalities related to transport, trade and customs clearance and to propose draft regulations and practices for the attention of public decision-makers.
- 2016: ICC Banking Commission Annual Meeting – Johannesburg-SOUTH AFRICA, 4-7 April 2016
- 2015: Case Studies on Documentary Credits incl. Forfeiting & Bank Guarantees, October 7th + 8th 2015 in Vienna-Austria
- 2015: EBRD-TBC Bank Technical Trade Finance Forum on 12 May, 2015 hosted at the headquarters of TBC Bank Georgia.
- 2015: Worldwide Expert Conference on Trade Finance in Minsk, Belarus on 19-20 March 2015
- 2013: Workshop on Legal Proceedings and Defaults in International Trade Finance Operations held by EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT –EBRD in Tunis on 18 November 2013
- 2012: International Banking Seminar – Istanbul with Turkey Is Bankasi – Turkey

EXPERIENCE

July 2014 – today: ATTIJARI BANK TUNISIA Manager, Foreign Trade Operations

- Responsible for building profitable, long-term relationships, orchestrating implementation and commercialization of superior trade finance and trade services products and services to corporate clients adding value to their treasury processes. Jointly with coverage team responsible for building client deal pipeline as well as achieves new business goals through effective planning, strong relationships with client and internal/external stakeholders and implementation of complex product and commercial strategies.

- Provides overall direction to the Trade Finance Operations, and develops and implement the long-term objectives, policies and procedures.
- Ensure Trade Finance business day to day processing carried out efficiently and effectively.
- Responsibilities also included Annual Budgeting, Cost Control, providing analytical statistics for business and productivity development reporting.
- Provide Trade Finance advisory support to key corporate clients results a contribution to the successful conclusion of their contracts and agreements by structuring the financial side.
- Engage in Trade Finance Marketing with Large Corporate Relationship Managers.
- Drafting complex Standby Letters of Credit and Bank Guarantees.
- Prepared and analyzed Trade Finance work flow charts, functional specifications & documentation.
- Participated in creating, review and updating Trade Finance Policies & Procedures.
- Prepared work flow, Policies and procedures for Trade Finance .

October 2010 – July 2014: Head of Import Trade Finance Department:

- Team management / supervision (. Documentary Credit, Collections, Letter of Guarantee...) Responsible for setting up long term planning, goals, policies and direction for Trade Finance Operations
- Provides technical support and guidance to supervisors and subordinates and gives decision on their complex operational and technical issues.
- Overseas smooth applications of inter-bank tariff, procedures and ensure adherence to bank's accounting, administrative policies, other basic guidelines and regulatory requirements
- Made final decision in complicated cases concerning compliance of the documents and issuance of letters of credits/guarantees on particular conditions;
- Arranged foreign financing through letters of credit and bank guarantees (post-import financing, discounting, issuing standby letters of credit and guarantees as security for loans to the bank);
- handling client queries/complaints
- providing regular reports to senior management

November 2005– October 2010: Head of export Trade Finance Department:

- Team management / supervision.
- Process Re-engineering.
- Transaction Authorizer (Releaser).
- Pre-Scrutiny of Export Shipping Documents.
- Lien of Export L/C, Export Financing, Realization of Export Proceeds & Issuance of various Certificates.
- Handling L/C Advising, Confirmation Process & Reimbursement Claim.
- Handling resolution of various exceptions.

- Communicate with Customers,
- Delivery of MIS / Reports to Internal / External bodies.

January 1998- November 2005: International Division on back and front office in various positions'

- Documentary Credits Department.
- Documentary Collection Department
- Demand guarantee Department
- International payments department
- Money Market /Treasury desk

November 1992- January 1998: formerly BANQUE DU SUD (today ATTIJARI BANK TUNISIA)

- Financial analysis and project financing (SME)

LANGUGES

English: read, written and spoken

French: read, written and spoken

Arabic: read, written and spoken

PROFESSIONAL SKILL

- MS Office (Word, Excel, Outlook, Powerpoint, OneNote, Access).
- Leadership.
- Time management.
- Flexibility.
- Easily acquire new skills.
- Adapt to new work environment.
- Ability to perform under pressure.

REFERENCE

Available upon request

