



Edward Matti

Managing Partner

FACILITATOR INFORMATION

Edward is an experienced Senior Facilitator with over 20 years of leadership experience in Human Resource Development and Financial Services. He holds the Certified Financial Planner designation from the Financial Planners Standards Council, Canada and recently completed Leadership Deep Dive from Weatherhead School of Management. Edward is a Canadian national, currently residing in Dubai while overseeing the business operations in the Middle East, USA and Canada.

INTERVENTIONS DELIVERED TO:

- Abbott International
- AbbVie
- Aggreko International
- Amgen
- BAE Systems
- Bayer Healthcare
- Boehringer Ingelheim
- Boston Consulting Group
- DP World
- Dubai Airports
- Hempel
- Hoffmann La-Roche
- IATA
- IG Financial Services Inc
- Janssen Cilag
- JWT
- MerckSeron
- Microsoft
- Nespresso
- Nestle
- Pfizer
- Sanofi
- T-Systems
- Unilever
- Wyeth Nutrition

EXPERIENCE

Edward is the Managing Partner for CCM Consultancy, representing TACK and TMI in the Middle East, USA and Canada, Prior to that, he served as Regional Director for Canada's largest financial services firm, managing a team of 92 financial consultants. He has been a keynote speaker at the Human Capital Forum for 5 consecutive years, at the World Cargo Symposium, BAE Systems Human Resources Conference, to name a few. Edward has also been recognized on a global scale for various achievements on client interventions as well as developing the business operation in the region.

AREAS OF EXPERTISE

- Leadership and Coaching
- Sales Training & Sales Management, Train The Trainer
- Public Speaking, Presentation and Communication Skills
- Public Relations & Media Training
- Effective Time Management
- Safety, Health and Environmental Sustainability
- Organizational Culture Transformation
- Project Management
- Customer & Client Service Excellence
- Business Marketing & Organizational Behavior
- ROI on Training – Measures and Understanding



Francis Saliba

Consultant

FACILITATOR INFORMATION

Held the position of a Lecturer in Organizational Behaviour in an International Dutch University

Nationality: Lebanese

Fluent in English and Mother Tongue Arabic

His interests include: Tennis, Guitar, Travel and Reading.

INTERVENTIONS DELIVERED TO:

- Abu Dhabi Islamic Bank
- Bayer Pharmaceuticals
- Etihad Airways
- Nespresso
- Nestle
- SIG
- Stenden University of Applied Sciences
- Zubair Automotive Group

EXPERIENCE

- Master's Degree in International Service Management
- Bachelor's Degree in International Hospitality Management
- Certification in 7 Habits of Highly Successful People
- Certified in Problem Based Learning Teaching Methodology
- Certified Idea Navigator Facilitator
- TMI and TACK Trainer Certified
- Lectured, instructed, coached students and managed International Management Courses locally and Internationally (Bali, Qatar and The Netherlands)

AREAS OF EXPERTISE

- Organizational Culture
- Organizational Psychology
- Management Philosophy
- Change Management
- Leadership
- Coaching and Mentoring
- Emotional Intelligence
- Personal Development Program

**Masam Ali Malik CFA**

Consultant

FACILITATOR INFORMATION

Masam is a senior facilitator who has delivered over a 100 interventions around the MENA region covering diverse topics such as Motivational Leadership, Sales Management, Emotional Intelligence and Customer Experience. He is a Chartered Financial Analyst who is a highly driven individual and believes in delivering excellent solution to his clients that are true to the organizational values of customer centricity and innovation.

INTERVENTIONS DELIVERED TO:

- Abbott International
- Abu Dhabi Islamic Bank
- Air Canada
- Bayer
- Bayer Consumer
- Boeringer Ingelheim
- BMS
- Dollarama
- DP World
- Eli Lilly & Company
- EMC
- Etihad Airways
- Fosroc
- General Automotive Corporation
- Jaguar Land Rover
- Leo Pharma
- Mars
- Movenpick
- Nestle
- Novo Nordisk
- NPCC
- Pfizer
- Pfizer Consumer
- Sanofi
- Scotiabank
- SPIMACO
- Unilever
- World Cargo Symposium
- Zubair Automotive

EXPERIENCE

Masam joined CCM Consultancy in 2013, after spending 6 years in corporate finance and asset management roles. In his most recent mandate prior to joining CCM Consultancy, he led a team of 6 high performing financial advisors who managed CAD 580 million in assets. His previous mandates allowed him to work with senior leaders, getting a first-hand view of strategic goal setting. Furthermore He was part of teams that were tasked to turn around operations and lead change agility. As a consultant with CCMC, Masam is responsible for business development, intervention design & delivery and client relationship management.

AREAS OF EXPERTISE

- Supervisory and Leadership Skills
- Coaching, Mentoring and Motivational Leadership
- Portfolio Management and Analysis
- Financial Understanding, Tax and Estate Planning
- Sales, Sales Management and Key Account Management
- Public Speaking, Presentation and Communication Skills
- Negotiating Skills
- Public Relations