

# Lousin Mehrabi

CERTIFIED PROFESSIONAL NEGOTIATOR,  
SPEAKER, EXECUTIVE COACH AND TRAINER



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Lousin Mehrabi is an experienced negotiator, specialized in financial and commercial negotiations. As Head of Middle East for ADN Group, the International Negotiation Agency, she delivers masterclasses and advisory on complex negotiations.

**P**assionate about sharing knowledge and skills, she also delivers trainings and coaching on emotional intelligence and leadership.

Lousin started her career in finance in the Netherlands in 2001 on the high pressure, fast paced trading floors of some of the world's leading financial institutions such as Citigroup, Commerzbank and the New York Stock Exchange-Euronext.

As a country head she was in charge of the P&L, client relationship and strategy. She naturally evolved towards Senior Management positions where she was involved in the preparation and negotiation of the group strategy, an IPO and Mergers & Acquisitions.

One of her greatest accomplishments was launching the financial product range 'Turbo' on the Dutch and Belgian markets in 2005, which are still traded on the stock market today at several billions of euros annual turnover.

Throughout these roles she led high stake negotiations with traders, investors, investment banks, stock exchanges and financial markets regulators.

Passionate about negotiations, she joined a year-long Masterclass in Complex Negotiations by Laurent Combalbert and Marwan Mery, known to be among the best negotiators in the world and founders of ADN Group, the International Negotiation Agency. In 2014 she qualified as a Certified Professional Negotiator by the International Scientific Experts Committee of Negotiators.

Lousin is a graduate of two international Business Schools, as well as the Executive Education Program at HEC Paris. She currently lives in Dubai and with her four nationalities and fluency in five languages, she works with companies all around the world.