

People & places

Shan Weerakoon to develop new business for Falcon in UAE

Shan Weerakoon has been appointed business development manager at trade finance boutique Falcon Trade Corporation as part of its drive to develop new business throughout the United Arab Emirates (UAE). Based in Dubai, he will report to Nam Sahasra, UAE country head, and will drive the expansion of Falcon's client base across the Emirate.

He has a strong background in trade finance – joining Falcon from Abu Dhabi Commercial Bank where he was manager of trade finance for two years. Prior to this, he worked in the trade finance team at HSBC, also in Abu Dhabi.

“As a trade finance specialist I’m very glad to have landed at Falcon,” said Weerakoon. “It is clear that Falcon has strong ambitions in this region, as well as an excellent track record as a specialist trade services provider. It is my experience with large corporates that I am hoping will be of most use to Falcon, as well as my strong knowledge of Abu Dhabi.”

“The appointment of a business development manager in Dubai is an indication of our intentions throughout the UAE,” said Sahasra. “Shan's strong local expertise and previous exposure to large corporations in Abu Dhabi will help us broaden our opportunities in the region.”

Falcon Trade Corporation, part of Falcon Group, is based in Dubai and sees the Middle East as a major growth region for the company, despite recent office openings in the Americas and continued growth in Asia. The company reported a pre-tax profit of more than \$23m in full-year 2010.