



Rana Hein-Hartmann :

The United Nations of investment

A varied international background has been the key influence on Rana Hein Hartmann, as over the past five years she and her business partner have built up a specialised recruitment business spanning several continents and time zones.

Multiculturalism personified

Rana was born in Kuwait to a Lebanese-Palestinian mother and German-Russian father (she holds British and Lebanese nationality). Her favourite cities are Rome, San Francisco and London, although she likes to relax around the northern Italian lakes. She studied French and Arabic. Her heroes include Burmese democracy campaigner Aung San Suu Kyi. Rana Hein-Hartmann knows all about a life shaped by a broad mix of cultural influences. It's hard to imagine a better background for her role as director for Europe at Funds Partnership, a recruitment boutique specialising in the investment industry. As well as Luxembourg, Funds Partnership has offices in London, Hong Kong, Frankfurt and Paris. It is an impressive growth story for a company that was established only 5 years ago, with the simple aim of becoming the most specialised recruiter for Asset Management globally.

Focus on character

Living in several countries in her childhood taught her to quickly understand others, and gave her the character judgment skills that her clients rely on her for today, often requesting that she sit in on interviews. Her philosophy is that there should be a 'click' in hiring, like there should be in all personal relationships. Ultimately Rana

enjoys meeting people and helping the right people move upwards in their careers, developing profound relationships that sometimes last many years.

Complementary skills

Having studied in the northern English city of Leeds, with spells in Lyon – which no doubt boosted her acknowledged interest in cooking – and Cairo, Rana moved to the “great mixing pot” of London, where she met her business partner Ayyaz Ahmad in 2004. As an admirer of the books of Malcolm Gladwell, she might call their decision to set up Funds Partnership a tipping point in her professional life. It has combined Ayyaz's ability to launch new offices with Rana's complementary skills in building long-term strategy and managing risk. Rana sees their current team around the world as future Directors as the firm carves out a position as a global specialist in recruitment across every sector of the Asset Management industry. That might give more time for her favourite occupation: yoga on the beach.