

## PERSONAL INFORMATION



## Miryan Weichselbaum-Gharibo

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Sex Female | Date of birth 07/10/1980 | Nationality Austrian

## WORK EXPERIENCE

2013–Present

**INTERNATIONAL COMMERCIAL MEDIATOR, PARTNER**

LET'S AGREE, Dispute Resolution boutique, Vienna (Austria)

**Region**

- Central and Eastern Europe (Russia, Ukraine, SK, CZ) + UK
- India
- Middle East

**Types of disputes**

- International commercial disputes
- Highly complex legal and business disputes
- Technical disputes

**Industry**

- Construction, infrastructure
- Partnerships, general commercial
- Financial industry

**Mediation experience**

## 1. Banking/Insurance

During her career as General Counsel Miryan advised banks, hedge funds and other clients.

- Various insurance disputes between insurer and insured
- Claims related to shipping industry, fraud claims

## 2. Commercial Fraud

- Multinational asset-tracing claim in the financial industry

## 3. Shareholder disputes

During her career as General Counsel she was involved in various shareholder disputes.

- Dispute within an international family business

## 4. Construction/ Engineering

- Dispute re a 130 m EUR project in the Middle East with parties from across Europe
- Claim related to delays, defective design issues
- Claim related to engineering machine manufacture between Chinese manufacturer and renowned multinational German distributor
- Dispute over the function of a technical item with Asian producer

## 5. Contractual dispute

- Drafting "mistake" in a contract leading to m EUR of wrongly allocated funds

## 6. Employment

- Executive employment dispute

- Employee departure
- 7. Financial industry/Banking
  - Multinational asset-tracing claim in the financial industry
- 8. Food industry
  - International trade of commodities - claim regarding product quality
- 9. Hotel industry
  - Claim between former owner and liquidators re breach of fiduciary duty
- 10. Insolvency
  - Claim against liquidators re misfeasance, fraudulent transactions, breach of fiduciary duty
- 11. International trade
  - International trade of assets - dispute re revaluation of purchased products
- 12. Management-Buy-Out
  - Dispute between former managers and multinational insurance company
- 13. Partnership disputes
  - Several disputes reg break up of partnership, removal of partner within e.g. legal, construction industry and trading industry
  - 2 m EUR claim against former partner in Russia re fraudulent behaviour
  - 3 m EUR claim against former partner in Ukraine re fraudulent behaviour
- 14. Professional Negligence
  - Claim between insurer and insured, the underlying conflict was a 20 m EUR fraud case
- 15. Product liability
  - Claim concerning alleged contamination of food products
- 16. Property

During her early career Miryan worked for a real estate asset manager and was in charge of the securitisation of high value business properties across central Europe
- 17. Regulatory
  - Wide range of experience in handling regulatory disputes in the international financial industry in central Europe and the UK
- 18. Shipping industry
  - Dispute between insurer and broker
  - Shipping claim
- 19. Tax

Miryan is a tax lawyer with an LL.M. degree in international taxation

- 2008–2012 **HEAD OF LEGAL AND COMPLIANCE**  
International Asset Manager GmbH, Vienna (Austria)  
Responsible for all legal and compliance topics including regulatory
- 2007–2008 **LEGAL AND COMPLIANCE MANAGER**  
International Asset Manager, London (England)
- 2004–2007 **BUSINESS DEVELOPMENT INVESTMENT**  
Investment Bank, Vienna (Austria)

## EDUCATION AND TRAINING

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- 2012–2014 **CONFLICT MANAGEMENT - Certified Mediator - Ministry of**

**Justice Austria (400 hours of ADR training)**

Sigmund Freud Private University, Vienna (Austria)

Commercial Mediation

**2006–2007 MASTER OF LAWS, (LL.M.)**

Vienna University of Economic and Business, Vienna (Austria)

International Commercial and Tax Law

**2003–2004 BACHELOR BUSINESS ADMINISTRATION**

Jönköping International Business School, Jönköping (Sweden)

**1999–2003 MASTER OF COMMERCIAL LAW (Master)**

Jönköping International Business School, Jönköping (Sweden)

International Commercial and Tax Law

**PERSONAL SKILLS**

**Mother tongue(s)** German, Arameic/Assyrian

**Other language(s)**

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
Swedish	C2	C2	C2	C2	C2
Norwegian	C1	C1	A2	A2	
Danish	C1	C1	A2	A2	B1
French	A1	A1	A1	A1	A1
Italian	A1	A1	A1	A1	

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
 Common European Framework of Reference for Languages

**Communication skills** As a full-time commercial mediator communication skills are the ultimate tool for resolving conflicts. I truly enjoy speaking at conferences and sharing my experience as well.

**Organisational / managerial skills** Running and managing my own dispute resolution boutique requires a high level of organisational/managerial and entrepreneurial skills. I also have around 10 years of experience as General Counsel where I could prove my leadership skills.

**Job-related skills**

Microsoft Office, Apple (very experienced user)

**Digital skills**

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving

Proficient user	Proficient user	Proficient user	Independent user	Independent user
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Digital skills - Self-assessment grid

ADDITIONAL INFORMATION

Publications and ADR-activities

**Books**

Series of publications on Contract Law, **International Commercial Mediation**, Linde publishing house, to be published in 2018

VIAC – Vienna International Arbitral Center **Handbook on Vienna Mediation Rules**, A Practitioners Guide, Tunkel/Weichselbaum-Gharibo, Art. 3 Commencing the Proceedings, Art. 6 Language of the Proceedings, Annex A Model Clauses, 2016

Conflicts of Qualification in connection with Partnerships, Gharibo, Miryan, LL.M., Burgstaller, Haslinger (Hrsg.), Linde publishing house, 2007

ADR Speeches and Presentations

- UNCITRAL, Working group on mediation, IMI representative, 2015- ongoing
- Judge CDRC mediation competition, Vienna, 2015-2017
- Speaker and head of organizing committee, ADR conference, British Embassy, Vienna, 2017
- Speaker as mediation expert, largest European Conference for In-house counsels, Munich, 2015
- Speaker and Panel Member at CILS (Center International Legal Studies Mediation Symposium on negotiation, Salzburg, 2015
- Speaker at the DIS Mediation Conference- caucus in international mediation, 2014
- Initiator and head of the organizing committee, International Commercial Mediation Convention, Vienna, 2014
- Judge, ICC Mediation competition, Paris, 2013

What clients and peers say

"Ms Weichselbaum-Gharibo is a pioneer in her field in Austria. She is one of the first high-potential females in the German market to enter this competitive field of high-value international commercial disputes. She speaks the language every player in this field understands. She is able to easily manage cultural differences."

"Ms Weichselbaum-Gharibo is a tough (on the issues) yet very likeable person and knows how to create a trusting environment in difficult situations. Due to her experience as General Counsel in the international legal field she can grasp both the legal and commercial arguments. In this field her competence is outstanding."

ADR trainings

- Arbitral Women negotiation workshop, 2016
- Negotiation workshop, Freshfields, 2016
- Negotiation workshop, Knötzl Law firm, 2016
- International Mediation Conference CILS (Center for International Legal Studies), 2015
- IBA (International Bar Association) annual conference in Vienna, 2015
- International Commercial Mediation Conference Vienna, 2014
- Stockholm Handelskammare (Chamber of Commerce), 2014
- Mediation and Conflict Management, Sigmund Freud University Vienna, 400 hours of training Certified mediator registered at Ministry of Justice in Austria, 2013

Nationality

Austrian/Assyrian/Swedish resident in Austria, Vienna

Honours and awards

Whos who Legal 2017, Official selection for mediation in Austria

Getting the Deal Through 2017, Official selection for mediation in Austria

- Annexes**
- Declaration of honour
  - Copies of recent degrees