

**Yasir**

***Dubai, U.A.E.***

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**Objective:**

 I am very much optimistic to work with an organization, which is a contributory to enhance my career and my personality with significant exposure, eager to meet challenges and quickly assimilate product knowledge.

**Work Experience**

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| **Organization** | **Abu Dhabi Commercial Bank, Dubai** (**U.A.E**) | **Designation** | **Senior Relationship Officer** |
|  **Duration** | **April 2015-Till Date** |
| **Tasks/ Responsibilities** | **Abu Dhabi Commercial Bank**is well known bank in UAE for its efficient services.* Handling business finance, liability accounts,assets backed finance.
* Regularly visiting businessmen to demonstrate products and identify their needs.
* Acting as a contact between Bank and its existing and potential markets.
* Contacting clients by phone and meeting them personally to negotiate terms of agreement and conclude sales.
* Maintaining relationships with existing customers through regular review visits.
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| **Key Learning’s** | * I learnt to work under pressure, understand the group dynamics involved and got quite familiar with the environment of the organization and seeking innovative solutions for them.
* I learnt excellent customer handling skills and gained confidence.
* Acquaint myself with and uphold the sales policies and procedure of the Bank.
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| **Organization** | **Union National Bank, Dubai** (**U.A.E**) | **Designation** | **Senior Sales Officer** |
|  **Duration** | **April 2014-Till March 2015** |
| **Tasks/ Responsibilities** | **Union National Bank** is well known bank in UAE for its efficient services.* Worked in (SME) Business Loan.
* Visiting Businessmen to demonstrate products and identify their needs.
* Acting as a contact between Bank and its existing and potential markets. Contacting clients by phone and meeting them personally to negotiate terms of agreement and conclude sales.

Maintaining relationships with existing customers through regular review visits. |

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| **Organization** | **Abu Dhabi Islamic Bank, Dubai**(**U.A.E**) | **Designation** | **Relationship Officer** |
|  **Duration** | **March 2013-March 2014** |
| **Tasks/ Responsibilities** | **Abu Dhabi Islamic Bank**is well known bank in UAE for its efficient services.* Worked in (SME) Business Loan.
* Visiting Businessmen to demonstrate products and identify their needs.
* Acting as a contact between Bank and its existing and potential markets. Contacting clients by phone and meeting them personally to negotiate terms of agreement and conclude sales.

Maintaining relationships with existing customers through regular review visits. |

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| **Organization** | **First Gulf Bank, Dubai** (**U.A.E**) | **Designation** | **Relationship Officer** |
|  **Duration** | **May 2012-Feb 2013.** |
| **Tasks/ Responsibilities** | **First Gulf Bank** is well known bank in UAE for its efficient services.* Have experience in selling banc assurance products such as Salama, Friends provident Met Life Alico,Zurich insurance and other insurance products.
* Responsible for achieving revenue targets on a monthly basis and focus on YTD of the bank to reach its revenue.
* Interact with product teams and other functions to guarantee end to end implementation of products according to customers’requirements
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| **Organization** |  **Barclays Bank, Dubai (U.A.E)** | **Designation** | **Personal Financial Advisor** |
|  **Duration** | **June2008-August 2010** |
| **Tasks/ Responsibilities** | * Worked in (SME) Business Loan.
* Visiting Businessmen to demonstrate products and identify their needs.
* Acting as a contact between Bank and its existing and potential markets. Contacting clients by phone and meeting them personally to negotiate terms of agreement and conclude sales.

Maintaining relationships with existing customers through regular review visits.. |

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| **Organization** | **Forbes Yellow Pages** | **Designation** | **Business Executive** |
|  **Duration** | **July 2006-April 2008** |
| **Tasks/ Responsibilities** | * Worked as **Business Executive** in Sales Department.
* Space selling.
* Maintaining relationships with existing customers through regular review visits of target market.
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**Academics**

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| Year | Degree / Program | Institute |
| 2006 | M.B.A | MIMT, INDIA |
| **Personal Details** | * 21st August, 1981, Married,
* INDIAN.
* Languages known: English, Hindi and Urdu.
* Valid UAE Driving license
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