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|  | **Islam**  C/o-+971 50 6425478  [islam.344939@2freemail.com](mailto:efeteha@yahoo.com)  .Driving license holder.  **Objective A highly experienced professional with 10 years experience in sales and public relations of banking products. Seeking a good opportunity and position to contribute exceptional target achievement, customer service and relationship building in a highly esteemed multinational company.** |
|  | **Assistant Team Leader – Sales**  **Experience 2004 - 2005 Egyptian American Bank Cairo, Egypt**  **Sales Officer :**  **18th Feb, 2006 : 29th April, 2007 at Mashreq Bank Dubai, UAE**  **Relationship officer:**  **30th Apr, 2007 : 29th March, 2008 at Mashreq Bank Dubai, UAE**  **Senior support officer:**  **29th March, 2008 : 29 th Marsh,2009 at Mashreq Bank Dubai, UAE**  **Relationship officer :**   * **13 th May,2010 : 1 st May, 2014 at Abu Dhabi Commercial Bank , Abu Dhabi , Al Ain , UAE**   **Sales Officer :**  **27 th May ,2014 : 20 th October, 2014 at National Bank of Umm Al qaiwain , Dubai, UAE**    **Senior Sales Officer :**  **13 th January 2015 : 27 th May, 2015 at National Bank of Abu Dhabi, Dubai ,UAE**  **Sales Supervisor :**  **10 th Agust 2015 : 24 th May 2016 at Abu Dhabi Islamic Bank, Dubai, UAE**   **Selling Housing loans , personal loans,Auto loans , Smart loans , Current and privilege and Savings and awards Accounts and credit cards and providing Bank customers financial services which exceed the customer expectations by delivering an unbiased, competent, timely, and problem-free service.**   **Providing detailed financial analysis to clients including valuations, public comparable and transaction comparable methodologies.**   **Representing the bank in different companies and at all levels using prepared presentations for individuals and groups about the bank products and benefits.**   **Following up clients and existing customers in order to establish a strong relationship, and generate references.**   **Working closely with the sales director to receive latest updates, new policies, plans and targets. Reporting daily, weekly, and monthly sales performance.**  **Achievements:**  **2006-2010 Mashreq Bank Dubai**  ** Top performer of my team for the month of March, 2006 and have been maintaining an average of 40 cards per month which is 150% of the assigned target.**  ** Continuous top-selling executive vis-à-vis Quick Loans. Received the nationwide award for Quick Loan Champion May, 2007 besting more than 300 sales executive.**  ** Top performer of the team for the installation credit card terminals (June, 2008).**  **2010-2014 Abu Dhabi Commercial Bank Abu Dhabi and AL Ain**   * **Top performer of cluster for auto loans for the month of August ,2013 for 5.5 millions voliume selling plus cross selling.** * **Top performer of cluster for credit cards for the month of March , 2014 and maintaining an average of 13 cards per month.** * **Top performer of cluster for personal loans and smart loans and previlage accounts many times .** |
|  | **2004 - 2005 Egyptian American Bank Cairo, Egypt**  **Assistant Team Leader - Sales**  **Top seller for 5 consecutive months (August to December 2005)**  **Two-time Bulk Prize Winner crossing more than 900 clients** |
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|  | **Education 1996–2000 University of Alexandria Alexandria, Egypt**  **Licensee of Arts, High Graduate of Arts** |
|  | **Computer Skills Microsoft Word and Microsoft Excel, Banking Systems, Internet and Messaging Systems.** |
|  | **Hobbies Reading, swimming, traveling, Sports, photography , Arts , Internet and making new friends** |
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