**RAMEEZ**

**C/o-Cellular # + 971 506425478**

**E-mail:** **rameez.345082@2freemail.com**

**CAREER OBJECTIVE:**

To secure a challenging position in reputed organization where I could utilize my skills and

Hand-on experience to the best and mutually beneficial interest for trust and growth.

**SKILLS SUMMARY:**

B.Com Management graduate from Karachi University with 4 years of relevant work experience in Banking, Financial Services.Good professional relationship and the upper level Management. A Computer literate with knowledge in Microsoft Office & Other Basic knowledge of Computer software.

Languages fluency in English and Urdu, have good communication skills. Optimistic by nature with self-driven and result oriented person. Good Analytical Skill, positive approach & good presence of mind.

**ACHIEVEMENTS:**

* The achievement of monthly target having certificate by branch.

**WORK EXPERIENCE**

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**meezan bank limited**

Designation: BDO BUSINESS DEVELOPMENT OFFICER

 Department: liabilities and consumer

 Period: Nov 21, 2016 to till date

* Generating new business.
* Connecting with new people getting them to business with Islamic bank.
* Performing complete account opening process.
* Kafalah and car ijarah also included in job description.
* Operations and trade work.
* Handling of documents of letter of credit; opening to closing.

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**soneri bank limited**

Designation: BDO BUSINESS DEVELOPMENTOFFICER

 Department: liabilities and consumer

 Period: Aug 8,2016 To Nov 7, 2016

* Maintaining existing portfolio and build solid relationship with existing customers.
* Generate new NTB business.
* Meet with new individual customers for fulfil their banking needs.
* Cross sell of bancaassurence.
* Selling Auto finance as well.
* Also have trade work experience.

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**UBL (united bank limited)**

DESIGNATION: **PERSONAL BANKER**

DEPARTMENT: LIABILITIES

PERIOD: MAY 1ST, 2015 TOJUL 27, 2016

* Selling business commercial loans all self-employed customers.
* Including account opening.
* Maintaining customer data along with their references and business activates.
* Conduct meetings with potential business mans.
* Introduction of NTB customers.
* Bringing new business / Customers to bank**.**
* Selling consumer product as well such as credit cards, auto financing, bank assurance (banca).
* Having command on operation works.

**efu (efu life inurance)**

DESIGNATION: **BANCA SALES OFFICER**

DEPARTMENT: DIRECT SALES

PERIOD: JUNE 2014 TO APRIL 2015

* Selling Efu life insurance or banca salaried and self-employed customers.
* Makes cold calls to generate new business.
* Execution of daily sales plan.
* Doing Cross sell for other products of EFU life insurance.

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**PEPSI COLA (COLD DRINKS AND BEVERAGES)**

DESIGNATION: **SALES OFFICER**

DEPARTMENT: SALES & MARKETING

PERIOD: JAN 2012 TO FEB 2014

* Develop mutually beneficial partnerships with shop owner’s agency holders. Track m sales and research competitor pricing.
* Develop and maintain strong business partnerships with major key accounts.
* Build market intelligence with monthly reviews on assigned market performance, competition & customer analysis. .
* Maintain high level of customer retention.
* Assist the managers, marketing team & agency holders in day-to-day administration.

**PERSONAL:**

Date of Birth : **April 4, 1993**

Religion : **ISLAM**

Language : **ENGLISH& URDU**

**ACADEMICS:**

* B.Com Management graduate from Karachi University from Pakistan. (2013)
* Passed Higher Secondary Certificate through Sciences. (Govt. College of Commerce & Economies) Pakistan. (2011)
* Passed Secondary School Certificate from Sindh State Board. (St. Lawrence Grammar School) Pakistan. (2009)

**REFERENCES:**

Furnished on request.