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| --- | --- | --- | --- | --- |
| cv_admin.PNG | | **Asim** | | |
|  | Diera , Dubai | | **SUMMARY**    A well presented, industrious and highly personable individual who has extensive knowledge of banking industry. Possessing a huge range of abilities from providing support and leadership to junior staff right through to being able to successfully achieve their business objectives. Able to gain the trust of customers by interacting with people from all backgrounds. Also having a proven record of contributing to the profitability of previous employers. | |
|  | C/o 971504973598 | |
|  | [Asim.378547@2freemail.com](mailto:Asim.378547@2freemail.com) | |
| **Education/**  **Certifications** | | |
| **WORK EXPERIENCE** | |
| * **Masters of Business Administration -(Banking and Finance),** AIOU, Pakistan * **Bachelors of Commerce**, Al-Khair University, Pakistan * Institute of Bankers Pakistan Superior Qualification **(IBP-ISQ)**, Final Stage | | |
| 25/11/2016  15/5/2017 | **Manager Operations** [ASKARI BANK LIMITED, PAKISTAN](http://akbl.com.pk/" \t "_blank)  * Responsible to carry out all branch functions in accordance with bank published policies and SOPs. * Review new/ amended policy directives issued by State Bank and impact assessment. * Oversee training of employees, monitor and schedule staff. |
| **Core Competencies** | | |
| 31/1/2015  30/9/2016 | **Team Leader (Area Sales Manager)**  ALBARAKA BANK (PAK) LTD   * Deposit mobilization in the region. Profitability of branches their deposit mix (CASA), liabilities, advances, cross selling) * Superior Customer Services, Account Opening & Customer relation. * Supervision and helping sale staff to achieve their individual targets and branch targets of the region. * Received **Outstanding Performance Award 2015**. |
| * Strategic planning * Commercial Awareness * Ability to motivate people * Supervising * Experienced user of customized banking software i.e. HBL , AutoBanker (al Baraka), Flexcube (Askari) | | |
| 1/7/2013  31/1/2015 | **Business Development Manager**  ALBARAKA BANK (PAK) LTD   * Providing adequate, accurate and timely product information to satisfy customer’s queries and to suggest the right product suiting a certain needs. * Assists customers in financial need evaluation, repayment process, and complaint status. |
| 12/9/2012  30/6/2013 | **Business Development Officer**  Fulcrum Pvt Ltd, PK (Deputed in ALBARAKA BANK PAK LTD )   * Facilitate good Customer relationship with existing customers and maximizing bank business by attracting more customers. * Received **Outstanding Performance Award 2012**. |