

**(Shariq)**

[**Shariq-397273@gulfjobseeker.com**](mailto:Shariq-397273@gulfjobseeker.com)

**(With 25.6 Years of Hard Work and Professionalism in strive of Excellence) Roles as**

|  |  |  |
| --- | --- | --- |
| **Manager** | **for** | **current company** |
| **Introducing Broker** | **for** | **ADS Securities** |
| **Introducing Broker** | **for** | **One Financials, Dubai** |
| **Introducing Broker** | **for** | **ACM Capital, Dubai** |
| **Marketing Manager** | **for** | **S&S Brokerage House, Dubai** |
| **Marketing Manager** | **for** | **AVS Carter, Dubai** |
| **Compliance Manager** | **for** | **AVS Carter, Dubai** |
| **Business Manager** | **for** | **Royal Index, Dubai** |
| **Marketing Manager/Sr. Trade Analyst** | **for** | **Business Edge, Rawalpindi, Pakistan** |
| **Business Manager** | **for** | **Asian Business Corner, Pakistan** |
| **Manager Admin/Sales** | **for** | **Print Mania, Rawalpindi, Pakistan** |
| **Assistant Admin** | **for** | **International Islamic University, Pak** |

**OBJECTIVE**

To perform in such a professional scenario where I can re-skill and up-skill my professional knowledge in getting organizational objectives, where I can further brush up my professional excellence.

**EDUCATION**

|  |  |  |
| --- | --- | --- |
| **Year** | **Degree** | **Institution** |
|  |  |  |
| 1995 | **B.Sc.** (Double Math, Physics) | University of the Punjab, Lahore. |
|  |  |  |
| 1991 | **F.Sc.** (Pre-Engineering) | Board of Intermediate & Secondary Education |
|  |  |  |
| 1988 | **Matric** | Board of Intermediate & Secondary Education |
|  |  |  |

**DIPLOMAS**

* **Diploma in English Language** (Advance Level) Grade A

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  |  | **Areas of Expertise** |  |
|  |  |  |  |  |
| • | FOREX, Futures, Stocks | • | Marketing/Sales | • MS Office |
|  |  |  |  |  |
| • | Strategist | • | Organizational Skills | • MT4, Vertex Platform, |
|  |  |  |  |  |
| • | Financial Analysis | • | Negotiation Skills | • Telephonic Manners |
|  |  |  |  |  |
| • | Chartist | • | Customer Care | • Time Management |
|  |  |  |  |  |

**WORK EXPERIENCE**

{Total 25.6 Years (25.10 Years in FOREX)} of Hard Work

In Strive of Excellence

**November, 2014 to date**

**Manager**

**a** Dubai based company having its head office in Cyprus. **Organizational Concern**: **International Online Trading**

**RESPONSIBILITIES : Establishment of a brokerage house and generate business.**

**March 10, 2010 to August, 2014**

**Introducing Broker for**

**ADS Securities, Abu Dhabi**

**ACM Capital, Dubai**

**One Financial, Dubai**

I captured the clientage share from the market and managed more than 5 millions of funds independently for 4 years in FOREX.

**April, 2011 to March, 2012**

**Marketing Manager**

**S&S Brokerage House, Dubai**

S&S Brokerage House is a Dubai based licensed by the Central Bank of UAE. **Organizational Concern**: **International Online Trading**

**RESPONSIBILITIES**

* **Identify Prospects:** Complete market analysis to identify good potential target customersplus the specific roles and individuals to be prospected within the target customers.
* **Meet New Business Targets:** Generate new streams of revenue for the company throughsales of products and services which address prospects’ business needs.
* **Develop Additional Business in Existing Accounts:** working with your existingcontacts within your customer base and by developing new relationships, identify opportunities to up-sell company products into existing accounts.
* **Analyze Opportunities:** Acquire knowledge of the business issues affecting targetedindustry sectors and/or specific prospects, then ensure this knowledge underpins our communications with prospects.
* **Track Activity:** Keep a clear record of prospecting activity–calls and meetings.
* **Personal Development:** Undertake such training as is required to equip yourself with theproduct knowledge and sales skills required to successfully execute your role.
* **Forecast:** Manage sales forecast and pipeline to ensure accurate recording of prospectingactivity, conversion success, active sales opportunities at each stage of the sales process and forthcoming new business revenue.
* **Manage Prospect & Client Information:** Keep accurate and clear records within theglobal Customer Relation Management system to provide a solid deal history, showing clearly the steps taken to reach closure on new business deals.

**March 01, 2010 to February 30, 2011**

**Marketing Manager**

**AVS Carter Asset Management Ltd, Dubai**

AVS Carter is a US based group of companies and is a member of CME, NFA & IFSC. **Organizational Concern**: **International Online Trading**

**RESPONSIBILITIES**

* To manage all recruitment process from advertising to selection and training
* To develop a team of Introducing Broker
* To conduct Orientation Program
* To meet with the clients
* To lead the team and generate business and hit the pre-set target.
* To look after all accounts regarding their risk management.
* To look after all trades and give instant and prompt comments and suggestion
* In case of any problem regarding trade, communicate with the operation department and get the issue resolved.
* To make Strategies in order to minimize risk in High Risk Accounts.

**December 20, 2009 to Feb 28, 2010**

**Compliance Manager**

**AVS Carter Asset Management Ltd, Dubai**

AVS Carter is a group of companies. It is US based company. It is a member of CME, NFA and IFSC.

**Organizational Concern**: **International Online Trading**

**RESPONSIBILITIES**

* To check all required documents are attach with application for account opening
* To check application forms are correctly filled and according to compliance diligence.
* To ask my team to ask client for the completion, if any discrepancy is found
* To create a new account under clients name and maintain IB structure
* To look after all deposit and withdrawal matters.
* To set parameters, if and when required.
* To check all other issues are in accordance with compliance diligence
* To send all reports to head office regarding compliance issues.

**Januray 01, 2009 to December 20, 2009**

**Business Manager**

**Royal Index LLC, Dubai**

Royal Index LLC is the financial Intermediary of World Index Investment Ltd., Singapore. It is here in Dubai for the last 14 years and licensed by Central Bank of UAE.

**Organizational Concern**: **International Online Trading**

**RESPONSIBILITIES**

* To advertise in newspaper
* To conduct interviews
* To conduct Orientation Program
* To develop a marketing team and train them
* To lead the team and generate business and hit the pre-set target.
* To look after all accounts regarding their risk management.
* To look after all trades and give instant and prompt comments and suggestion
* In case of any problem regarding trade, communicate with the operation department and get the issue resolved.
* To make Strategies in order to minimize risk in High Risk Accounts.

**September 27, 2004 to Janaury 01, 2009**

**Marketing Manager/Sr. Trade Analyst**

**Business Edge**

* Business Edge is FIB (Foreign Introducing Broker) of PFG (Perigreen Financial Group)
* PFG is the Principal Broker of CME (Chicago Merchentile Exchange)
* To render the training to new comers
* To explore the new market situation with respect to global situation
* To describe all technical levels for trading
* To give recommendation by studying market for short-term investments
* To give recommendation by studying market for long-term investments.
* To look after all accounts regarding their risk management.
* To look after all trades and give instant and prompt comments and suggestion
* In case of any problem regarding trade, communicate with the exchange member and get the issue resolved.
* To make Strategies in order to minimize risk in High Risk Accounts.

**July 22, 2001 to September 25, 2004 (3.2 years)**

**Business Executive**

**Asian Business Corner:**

is the FIB (Foreign Introducing Broker) of Alaron: where as Alaron is the member of CME (Chicago Merchantile Exchange).

**Organizational Concern: International Online Trading**

**RESPONSIBILITIES**

* To render the training to new comers regarding Marketing Techniques
* To motivate them for sale and guide how to increase sale and clientage To expose the new market situation with respect to global situation
* To bring the new clientage to organization
* To operate their accounts
* To keep in touch with the clients and update them regarding market situation.
* To keep all records of trades and profit and loss and keep updated.
* To look after all trades and give instant and prompt comments and suggestion

**January 5, 1996 to April 15, 2004 (8 years)**

**Manager Admin/Sales**

**Print Mania:**

Is a firm which provides services to renowned foreign textile companies: like, Hema Textile Mills, Carrefour, Uni Textile, GAP and to well-known local textile mills like Kohinoor Textile Mills, DM Textile Mills, and to renowned pharmaceuticals companies.

**Organizational Concern:** Printing Press

**RESPONSIBILITIES**

* To manage all administrative work including purchasing material,
* To visit the existing clients for customer care
* To explore new markets
* To take new production orders from clients
* To get the clearance of delivered order.
* To discuss the designing matter with clients
* To supervise the designing process of the item.
* To follow up the production process for the item
* To get assurance that the item has been delivered on right time, at right place, in good condition

**November 22, 1992 to January 5, 1996 (3.1 years)**

**Assistant Admin**

**International Islamic University, Islamabad:**

**Organizational Concern:** Educational

**RESPONSIBILITIES**

* To type all documents and to file them properly
* To attend all inbound telephone calls
* To keep all records of mail
* To organize photocopying system
* To organize the Reading material for students.
* To make the travel arrangements for teachers and participants.
* To organize seminars, lectures, meeting, etc
* Multitasking, Prioritizing

**PERSONAL**

Appearance

Nationality

D/License

Date of Birth

Marital Status

**Visa Status**

**REFERENCE**

will be furnished on request

5’ 6”, Smart, Energetic, Strong with presentable personality

Pakistani

**UAE Driving License**

21-10-1971

Married, two children

**Residence Visa**