

**Name** SAMEER GHULAM  
**Address** Villa No, 8, Al Satwa Dubai  
**Mobile** 0581263318  
**E-mail** [sameer1nice@yahoo.com](mailto:sameer1nice@yahoo.com)



**UAE DRIVING LICENSE HOLDER**

**PROFILE:**

A confident, versatile and motivated Economics and finance graduate with strong problem solving analytical and communication skills that are required to put into place processes that drive a project to its conclusion within the time scale required. I believed I will add value to any business I can process ideas, quickly and concisely to ensure deadlines and procedures are observed and achieved.

**KEY KNOWLEDGE, SKILLS & EXPERTISE**

- **Tenacity**- possesses the determination, knowledge and skills to deliver what is required by the business
- **Negotiation**- Effective negotiator who can improve terms without sacrificing quality and customer relations
- **Teamwork**- strong team management and mediatory expertise used to work effectively and confidently within a team to achieve the correct outcome within the timescale required
- **Communication**- Strong communication and interpersonal skills, which also includes fluency in English

**PROFESSIONAL EXPERIENCE:**

**YKNP MARKETING MANAGEMENT (DSA OF EMIRATES ISLAMIC BANK) (AUG 2020 TO TILL DATE)**

- Promoting and selling financial products such as credit cards and personal loans
- Achieving the assigned target
- Achieving the assigned target
- To make cold calling for arranging meetings with potential customers to prospect for new business



**NATIONAL BANK OF RAS AL KAIMAH (RAKBANK) March 2020 to July 2020**

- Promoting the selling financial products such as credit cards and personal loans
- Achieving the assigned targets
- To make cold calling for arranging meetings with potential customers to prospect for new business
- List the new company's to generate the business
- Generate the business form the existing clients and new clients.



**INNOVATION DIRECT EMPLOYMENT SERVICE (APRIL 2018 TO JANUARY 2020)**

- Selling product EMIRATES ISLAMIC BANK AS a Relationship officer
- Selling EIB credit cards through cross selling to new customers by proactive sales efforts and capitalizing on cross selling opportunities in order to achieve the sales companies
- Identifying business opportunities by listing new companies
- Established & strengthen long term relationship with customer through dedicated service
- Check MIS on daily basis to clear pending requirements

**ISOLUTION MOBILES: MAR 2014 TO DEC 2017**

- Maintain knowledge of multiple carriers plans and compare with confidence to customer
- Familiar with all available phones as well as upcoming models
- Explain options to customers and recommend best fit choice
- Offer accessories and phone insurance to improve sales target

## BAHRAIN ISLAMIC BANK

Jan 2012 to Jan 2014

- Join Bahrain Islamic Bank ( Manama) in Jan 2012 as Relationship Officer
- Providing Finance services to companies which are listed and non-listed with Bahrain Islamic Bank
- Such as credit cards and personal loans
- Coordinate with credit Dept & Credit to fulfill documents requirement till the disbursement
- Strategizing, planning & implementing new ideas to business and responsible to generate business for personal, auto loan, SEMM Labour Guarantee, WPs and corporate deposits for Bahrain Islamic Bank
- Responsible to provide Service to existing customer
- Established & strengthen long term relationship with customer through dedicated service

## SIEMENS PAKISTAN LIMITED: JUNE 2006 TO DEC 2011



- Joined Siemens Pakistan Limited in 2006 as Marketing Representative Pakistan
- Identify, develop and marketing based on knowledge of client need
- Develop 40-50 companies every month to selling electronics products such as braker
- Transformer, circuits

## PROFESSIONAL QUALIFICATION & EDUCATION

Bachelor's Art                      2006  
 University of Karachi  
 Matriculation                      2000  
 Anglo Oriental Schooling System

## ADDITIONAL COURSES & TRAININGS

- Hardware and networking courses
- Promotive Computer Institute 2003-2006

## PERSONAL DETIALS:

Date of Birth                      :              28 July 1982  
 Place of Birth                    :              Abu Dhabi  
 Language                         :              English, Urdu, Hindi, Balochi