

MOHAMMED SAQLAIN SAMEER

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Address: Azhiyur, Kerala, India

EDUCATION

George Brown College

Post-Graduate Certificate in Strategic Relationship Marketing

Fanshawe College

Post- Graduate Certificate in Professional Financial Services

Taylors University

Bachelor's degree (Hons), Banking and Finance

Toronto, Canada

September 2020 - August 2021

London, Canada

September 2019 - August 2020

Kuala Lumpur, Malaysia

August 2015 - August 2018

WORK EXPERIENCE

Strategy Intern

DRH Group

Toronto, Canada

May 2021- August 2021

- Leveraged insights to devise Strategies that drove the target audience back to the shop in-mall centers, and boosted confidence for physical shopping
- Developed the customer journey, and formulated strategies, by conducting market intelligence and providing insights to the business team, by leveraging data and research from internal and external sources

Business Development Representative

National Alliance for Trading and Contracting Co

Riyadh, KSA

October 2018 – July 2019

- Developed and implemented strategies to execute the business plan to achieve desired results
- Prospected self and business sourced leads, presenting products, converting prospects into high revenue clients
- Led market research drive to gather insights that facilitated market penetration strategies; expanded the company's customer base and strengthen its presence in the market
- Established relationships with new clients, maintained and nurtured business relationships with existing clients

Research Analyst Intern

Reapfield International

Kuala Lumpur, Malaysia

January 2018 – March 2018

- Worked with a team of 3 interns and a supervisor, in the International Department of Malaysia's largest real estate company, and maintained databases for properties in UK & Australia
- Performed economic research and analysis, as part of the company's marketing strategy
- Coordinated and prepared client database for event organizing

VOLUNTEER EXPERIENCE

Sales Specialist – Community Service

Taylor's University

Kuala Lumpur, Malaysia

Aug 2016 – Dec 2016

- Part of the team responsible for selling merchandise of Projek57 to the community; aim was to use earnings towards the education of young children, and unity among different races in Malaysia
- Participated with a team of six members and was able to sell more than RM 2500 worth of Merchandise, within a week in the outlet setup by Projek57
- Secured the award for highest T-shirt sales for the charity event

ACADEMIC PROJECTS & CERTIFICATIONS

HSBC Global Banking & Markets Virtual Experience Program | November 2021

- Task 1: Identified M&A for offshore expansion
- Task 2: Analyzed a Debt market update using transaction data, and creating a Debt Market update
- Task 3: Identified trading opportunities
- Learnt fundamentals of Debt Capital Markets, Client Communication, Mergers & Acquisitions through virtual tasks

Comprehensive Financial Planning Client Project in Fanshawe College | Jan 2020 – Apr 2020

Drafted exhaustive financial plan outlining potent finical strategies in various areas including Financial Management, Risk Management, Retirement Planning, Tax Planning, Estate Planning, and Asset Management

Factors Affecting Savings Behaviour of College Students in Taylors University, Final Year Project | Sept 2017 – Dec 2017

Conducted Primary Research on saving behaviour intentions of Taylor's University Business students with emphasis to establish a connection between behaviour among college students with factors like parental socialization, financial literacy etc.

SKILLS

Technical Skills: _Microsoft Office Suite – Word, Excel, Power Point, Financial Analysis, Credit Analysis, Financial Statement Forecasting, Corporate Finance

Interpersonal Skills: Customer Relations, Problem Solving, Communication, Negotiation, Leadership, Flexibility