

ALI RAZA

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Dubai, U.A.E



OBJECTIVE

Seeking management position that will utilize my abilities and knowledge acquired through college course work and previous work experiences.

EDUCATION

Bachelor in Science (2009)

University of Sindh, JAMSHORO

WORK EXPERIENCE

Relationship Officer, Citi Bank

(24 April 2021 to
at Present)

- Manage Customer Expectations
- Conducting Consumer Education
- Identifying New Markets
- Recording Business Transactions

Retail Banking Executive, Emirates NBD

(March 2018
to March
2020)

- Manages, supervises, and directs a region of banking centers to attain sales and service goals, customer satisfaction, and staff development in backing of the bank's strategic business plan.

Dunia Finance

(Feb 2016
to March 2018)

- As a finance sales manager is primarily in charge of overseeing the financial activities and sales progress of a company. Their responsibilities revolve around managing different teams, setting goals and guidelines, performing audits, coordinating staff, and developing strategies to optimize operations.

PROFESSIONAL SKILLS

- Professional selling III
- Customer relationship management
- Communication Skill
- Effective time Management skills
- Product training
- Negotiation and conflict resolution skills

IT SKILLS

- Microsoft (Word, Excel & Power Point)
- E-MAIL WEB
- SOCIAL INTERNET

SKILLS

- SALES SKILLS
- BUSINESS GROWTH
- ADAPTABILITIES

PERSONAL SKILLS

Extend the network to generate business. Develop and execute strategic sales plans to efficiently cover existing and new customers. Determine best method to resolve the problems to ensure customer satisfaction and adherence to the organization policies. Maintain the confidential data of clients. Monitor competitive activities and share with the team leader. Compliance with governance and operation with the highest business ethics. Organize and execute business development program. Develop Customers for Organization.

PERSONAL DEATILS

Nationality : Pakistani

Passport No# : FX9898302
Religion : Islam
Marital Status : Single
Date of Birth : 22/06/1987

LANGUAGES

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- English
 - Urdu
 - Hindi

REFERENCES- AVAILABLE UPON REQUEST