



GHAZANFER ABBAS

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Email

manager@xclusivecb.com
CEO@gab-tradings.com

Location

Dubai, UAE

EDUCATION

BBA

PIMSAT | Karachi
2006

SKILLS

- Profit and revenue-generating strategies
- Recruiting and hiring
- Energetic
- Product knowledge
- Lead generation

DRIVING LICENSE

UAE Valid Driving License

PERSONAL DETAILS

- **Date of birth**
26TH November 1984
- **Nationality**
Pakistani
- **Visa status**
UAE and OMAN Resident
- **Marital Status**
Married

WORK EXPERIENCES

OWNER / CEO

GAB Trading SPC / October 2023 – Present / Oman

- Managing the company.
- Specialised in selling medical and laboratory equipment all over Oman.
- Owner of the company which is one of the major suppliers of medical and laboratory items to the leading government and private companies in Oman.
- Establishing contacts and meeting suppliers and buyers all over GCC to flourish the business.

OWNER / MD

Xclusive commercial brokerage FZ LLC / August 2021 – Present / Dubai

- Identifying, developing and directing the implementation of business strategy.
- Cultivating the company's reputation in the market & with customers & suppliers.
- Involved in planning & organizing the organization's activities to achieve targets.
- Responsible for the Profit & Loss responsibility for the business.
- In charge of leading, motivating and developing the management team.
- Liaising with officials of government departments and regulatory bodies

SALES MANAGER

Deal Net Loans & Overdue Rescheduling Services LLC / May 2019 - Jul 2021 / Dubai

- Achieving growth and hitting sales targets by successfully managing the sales team of Multi products (Credit cards, Personal Finance, Business Accounts)
- Sourcing and visiting customers for business banking accounts.
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Being a focal point between banks, FI and company for daily reporting about targets and resolution of customer's queries.
- Visiting new to bank's client sourced by the DSA's and make a report for submission.

FINANCIAL CONSULTANT

Conver2 FZE / Jan 2016 - Mar 2019 / Dubai-Karachi

- Create long term goals for the customers and assist to get bank products.
- Assisting and guiding the customer for choosing appropriate bank for their business banking account.
- Promotes services by meeting with prospective clients, asking for current client referrals, addressing questions and presenting Bank products for financial planning.
- Examines client's financial standing by assessing their tolerance for risk and researching their savings, asset allocation and investments
- Gains client's confidence by being open to answering any questions as well as explaining developed plans, choices, risks and advantages.
- Encourages clients to create financial goals for themselves using their financial situations and plans created by the consultant as guidelines.
- Assisting clients to how to get introduced in UAE market, guiding investors to invest in different sectors in UAE.

TEAM LEADER

Union National Bank / Jun 2015 - Nov 2015 / Dubai

- Managing Dubai team of more than 10 DSA's having more than 20M target per month.
- Meeting and convincing customers to deepen the opened accounts and asking for more referrals
- Taking ownership of customer complaint resolution. Providing end to end support to get any bank product
- Supporting team to achieve their monthly target by giving referrals and leads. Examines clients' financial standing by assessing their tolerance for risk and researching their savings, asset allocation and investments
- Sourcing new to bank customers for business accounts and deepen existing accounts

COURSES

CDD/EDD

AML

OPERATIONAL RISK

COMPLIANCE

HOBBIES

- Reading
- Writing
- Watching Cricket
- Social Network

SALES & SERVICE EXECUTIVE

Al Hilal Bank / Nov 2012 - Apr 2015 / Dubai

- Booked more than 50 Finance Cases worth more than AED 40 Million
- Highest achiever in deposit mobilization and new to bank company accounts in Dubai.
- Highest Achiever in Al Hilal Bank Business Finance Sales Department PAN UAE.
- To provide Al Hilal bank customers financial services which exceed the customer's expectations by delivering an unbiased, competent, timely and problem free service.
- Provide constructive and constant feedback on improvement of products, services and processes which may either reduce cycle time or costs or enhance customer satisfaction.
- Conduct the set appointments with customers and profile them and achieve sales.
- Look for new business opportunities where there is good potential for growth.
- Maintain good relationship with key customers and generate referrals from them for new prospects.

SENIOR RELATIONSHIP OFFICER

Mashreq Bank / Aug 2009 - Sep 2012 / Dubai

- Sourcing new to bank customers for business accounts and deposit mobilization.
- Achieving monthly KPI target by deepen the existing and NTB's accounts
- Report indicators set by managers accurately at the required frequency.
- Be a team player and contribute to achievement of goals based on key performance indicators.
- Look for new business opportunities where there is good potential for growth.
- Conduct the set appointments with customers and profile them and achieve sales targets.

BRANCH MANAGER

MCB BANK LTD / Sep 2008 – Jul 2009 / Karachi

- Managing the branch portfolio and enhancing the portfolio monthly to achieve the sales target.
- Managing the sales team selling Casa and multi products to over achieve the monthly sales target.
- Responsible for the branch operations and service quality department for the satisfaction of the customers.
- Responsible for the daily morning huddles and evening.

ACCOUNTS MANAGER

STANDARD CHARTERED BANK /Feb 2007 - Aug 2008 / Karachi

- Managing portfolio of more than 500 million with more than 900 CASA and TDR accounts.
- Multi-tasking, selling of banc assurance, and investment products.
- To Ensure to Meet Key Service Indicators.
- To ensure to meet financial targets
- Adhering KYC & Implementing Money Laundering Guidelines.
- Business/Technical Documentation.

RELATIONSHIP OFFICER

CITI BANK N.A / Feb 2006 - Jan 2007 / Karachi

- Managing portfolio of more than 100 million with more than 200 CASA and TDR accounts.
- Multi tasking, Selling of Banc assurance and Investment Products.
- To Ensure to Meet Key Service Indicators.
- To Ensure to Meet financial targets
- Adhering KYC & Implementing Money Laundering Guidelines.
- Business/Technical Documentation.
- Customer Facilitation.