



RAZA MUHAMMAD

E-mail : razachhajro@gmail.com Phone : +971509725868
Address: Samaa Residence, Al Nahda 1 Dubai

Objective

To work with innovative, progressive organization for the enhancement of my capabilities which will I use for the betterment of my organization

Work experience

Pride Group of Companies Dubai

March 2022 — Present

Business Development Executive / Team Leader

- Using digital marketing tools for sales and marketing
- To achieve sales targets by using CRM and tele marketing software
- Manage team to achieve assigned sales targets
- Conduct marketing and sales training to enhance skills of the team
- Make Marketing strategies to achieve sales targets
- Customer care and facilitation

PWG Visa Services, Sharjah

Feb, 2022 — Present

Customer Relation Officer (Part Time)

- To serve customers by using digital marketing tools
- Day to day updating of customer data in CRM
- Maintaining a strong relationship with new and existing customers
- Customer services to new and existing customers
- Handling of customer queries and to facilitate in visa process

Bank Islami Pakistan Limited

June, 2017 — Feb, 2022

Business Development Officer

- To achieve assigned targets of new business and existing business
- To meet the monthly disturbance of Personal Loans
- To achieve Credit Cards target from new and existing customers
- To meet targets of Auto finance
- Sale of Banca Takaful life insurance
- Sales and Marketing of Bank products in new areas

Indus Research and Development Association

December, 2012 — June, 2017

Monitoring and Evaluation Manager

- Managing tests and formalities compilation
- Visits of different campuses to evaluate day to day activities
- Parents meetings and handling of their queries
- Checking account matters on monthly basis

Khushhali Microfinance Bank Limited

April, 2006 — May, 2012

Business Development Officer

- Lending of credit and recovery
- To visit new areas and introduce bank products
- Maintain a relationship with new and existing customers
- Market survey and enhancement of outreach

Projects

- Brand Awareness and Brand Loyalty (05/21/18 to 09/14/18)
 - To conduct survey of potential and existing customers Brand Awareness and Brand Loyalty of Auto finance by Bankislami Pakistan Limited
- Strategic Marketing and Sales 21-03-2010 to 20-09-2010
 - To evaluate diversity of Market trends and formulate the strategies to achieve sales targets by Khushhali Microfinance Bank Limited.

ACHIEVEMENTS

- Won Banca (Takaful)Sales targets of 2017,2018, 2019 and 2021.
- Achieved assigned sales targets of Auto finance
- Achieved Muskun (House) finance sales targets.
- Certified Banker of Islamic Banking

Education

Master of Public Administration

January 2002 — February 2004

Quaid-E- Azam University, Islamabad

Bachelor of Science

September 1998 — December 2000

University of Sindh, Jamshoro, Pakistan

Skills

- MS Office
- CRM
- Zoom

Languages

- English
- Urdu
- Hindi
- Sindhi

Interests

- Marketing
- Management
- Human Resources
- Sales

References

References available upon request.