

CURRICULUM VITAE

MOHAMED ABDULLAH R

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Al Rigga, UAQ, UAE.



Professional Experience

10 Years' experience in banking in Credit cards, Personal loan, CCL, BT, PPP, Auto loans professionally qualified Marketing Executive at management level in Banking. Proven abilities in defining the team, ability to design & streamline systems ability to work with strict deadlines in a relevant exposure with a Dynamic Background.

Key Skills:-

- Excellent customer service.
- Excellent Problem Solving and decision making skill
- Excellent proficiency with Microsoft office programs
- Good Interpersonal And Communication Skills Verbal And Writing
- Self-managed team oriented, customer focused,
- Highly motivated, Quick Learner, Smart working ability, Challenging.
- Strong knowledge on Banking Products Including Credit Cards, Personal Loans, Credit card loan, Balance transfer, PPP, Accounts opening, and Auto Loans.

Work Experience:-

(1) April 2016 to till date at ADCB (Associate, Sales and Service)

Job Profile:

- **Maintaining client relationship**
- **Client support and follow up on service requests**
- **Generating business from existing customer**
- **Achieving sales target of selling Credit cards, Personal Loan, CCL,BT, PPP**

Key Responsibility

- Evaluates new business opportunities.
- Establishes a thorough understanding of the market dynamics and business trends.
- Identifies sales leads by determining fit with business objectives and product portfolio.
- Submits credit proposals.
- Improves the quality of the portfolio through providing thorough clear and well documented credit assessments.
- Maintains client relationship
- Work with other departments to ensure seamless delivery to clients

(2) March 2013 to March 2016 At Union National Bank (Direct Sales officer)

Job Profile:

- **Direct Marketing & Tele calling**
- **Maintaining client relationship**
- **Client support and follow up**
- **Achieving sales target of selling Credit cards& Personal Loan**

Key Responsibility

- organising sales visits
- establishing new business
- reviewing sales performance
- negotiating contracts and packages
- aiming to achieve monthly or annual targets

(3)June 2011 to February 2013 at HDFC bank Corporate Relationship Executive

Job Profile:

- **Visiting Corpotates for Salary Account Opening**
- **Maintaining client relationship**
- **Client support and follow up**

Key Responsibility

- Opening Salary Account& to increase the volume in CASA.
- Achieving sales target.
- Looking after various queries and clarifications of customers.
- Providing customized solutions to high net-worth clients involving banking privileges.
- Cross selling of the bank products and services to existing and new customers.

Qualification:-

Educational Qualification

- **Master of Business Administration** (In Specialization of Human Resource & Marketing) – 2011 at **PeriyarManiammai University** – Tamil Nadu, India(**First Class**)
- **Bachelor of Business Administration**in Bharath college of Arts And Science - 2009,Bharathidasan University India (**First Class**)

Trainings

- Islamic Banking-From EIBFS Sharjah
- Islamic Bank Products-From EIBFS Sharjah

Personal Details

Date of Birth : 31-07-1987
Nationality :Indian
Languages Known :English, Tamil, & Hindi

Declaration

I hereby declare that all the above information mention above are true, complete and correct to the best of my knowledge and belief.

Date :

Place :

Yours Faithfully

Mohamed Abdullah R