



ABID ALI

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Al Mabela Souq Muscat Oman

Skills

Ms Word

Ms Excel

Cash Handling

Team coordinator

Field of Interest

Sports

Traveling

Photography

Objective

A self-directed, enthusiastic individual, motivated positively towards every aspect of life and work; I believe on team work and looking for a well-organized company with a professional environment, a company that is seeking energetic and experienced candidates. A field where I can demonstrate my capabilities, as well as I should be able to extend my capabilities through valuable performance / hard work.

A management that appreciates the talent of employees and promote them equally as per actual work performance.

Academic Details

The Islamia University of Bahawalpur

B Com, 56%, 2011

Work Experience

ALJADEED EXCHANGE CO LLC

Business Development Officer , Jun 2022 - till date

Role : Generated new business with marketing initiatives and strategic plans.

built relationships with the customers and community promote long term business growth.

strategized with the sales team to prospect and qualify potential customers within assigned geographic territories.

Developed and maintained strong working relationships with professionals within assigned territory.

Achieved or exceeded company defined sales quotas.

Met existing customers to review current services and expand sales opportunities.

KHUSHALI MICROFINANCE BANK LTD

Loan Officer/ Sales Officer , May 2018 - Mar 2021

Role : submitted loan applications to underwriters for verification and recommendations.

maintained strict confidentiality of bank records and client information.

Assessed loan portfolio for compliance with underwriting policies.

ALJADEED EXCHANGE LLC

Business Development Officer , Jan 2017 - Mar 2018

Role : Explained to potential customers about the various benefits offered by company products

Respond to queries and complaints from clients as regards company's products

Develop business proposals for existing and new customers

Develop innovative strategies for retaining clients

Ability to work under pressure and still meet up with given deadlines.

Achieving the monthly target as given by the organization

To act as customer services to the clients

Maintained and depended ties with current clients through relationship building

Increased business with clients by creating customized marketing plans of market data

Monthly targets report to the Head office

Tameer Microfinance Bank Ltd

Customer Services Officer, Dec 2013 - Dec 2015

Role : Receiving Inventor

y of EMI Loan Applications from CRMU.

Maintain MIS's of Approved, Discrepant, Declined loan Applications files.

Initial Entry in Organization's Software (Detail of Customer).

To act as coordinator for all communications pertaining to the customer without reach and

Relationship staff.

In-House Courtesy of EMI Loan Applications via Telephonic Conversation.

Entry of Final Decision in Organization's Software.

Maintain of MIS of the loan application sent to Head Office for approvals

Maintain MIS of the entire portfolio of Credit and Advances.

Fully responsible for TSQ accounts

Inspection/ Audit of stock of all borrowers

Always follow the State Banks Policy

CIN generation and maintenance of the entire portfolio and walk in customers.

Declaration

I hereby declare that the above mentioned details are true to the best of my knowledge.



(ABID ALI)