



SAMEER SHUKRULLAH

PROFILE

Customer-oriented, strategic leader with strong communication and interpersonal skills. Proven ability to build client relationships, identify needs, and deliver tailored solutions. Experienced in driving revenue growth through effective sales strategies. Motivational team leader with excellent problem-solving abilities in fast-paced environments.

CERTIFICATIONS

Citibank | Consumer Banking

Tasks Included:

- Navigating the Organizational Landscape: Developing an understanding of the different roles and responsibilities of different teams within the consumer bank.
- Market Competitive Analysis: Conducting market research and competitive analysis.
- Performance Analysis and Insights: Testing data analysis skills to track the performance of a product in the division and to derive the key trends of customer base.
- Campaign Plan and Pitch: Planning a campaign which will create awareness of the new product, improve uptake, and/or stop clients from leaving.

Deloitte

Tasks Included:

- Consulting: Analyzing and refining information into actionable key points.
- Financial Advisory: Restructuring services and completing a Final Outcome Statement.
- Risk Advisory: Identifying risk related issues and proposing suitable solutions.
- Corporate Taxation Process: Demystifying and presenting a tech company's corporate taxation.
- Audit: Analyzing trial balance variances, providing variance commentary, handling payroll tax and superannuation expenses, and completing audits for reporting purposes.

JPMorgan Chase | Global Finance & Business Management

Tasks Included:

- Data Analysis and Simple Visualization: Demonstrating basic data analysis and visualization techniques in Excel using pivot tables.
- Data Visualization Dashboard: Building a visualization dashboard from the dataset in Tasks using Tableau.
- Storytelling with PowerPoint: A short PowerPoint presentation to communicate key ideas and talking points and tell a compelling story about the portfolio of projects from Tasks.
- Concise Written and Verbal Communication: Writing a concise statement of variance-based commentary upon an analysis of a financial statement. Recording a video update message and requesting the manager.

Hewlett Packard Enterprise | Sales

Tasks Included:

- Welcoming Customer and introducing products of the Company.
- Conducting Customer Research.
- Managing Time.

EDUCATION BACKGROUND

- Association of Chartered Certified Accountants (ACCA) Student
2021-Present
- Higher Secondary School Certificate (HSSC)
2019-2021
Pakistan Navy Cadet College Ormara
- Secondary School Certificate (SSC)
2017-2019
Pakistan Navy Cadet College Ormara

PERSONAL DETAILS

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☎ +971-50-284-2922

📍 Dubai, United Arab Emirates

🏠 20 Years

🇵🇰 Pakistani

🛂 Visit Visa

HARD SKILLS

- Financial Reporting and Accounting
- Auditing and Tax Technical Research
- M&A Screening
- Tableau and Pivot Tables
- DCF (Discounted Cash Flow)
- Data Analysis
- Microsoft Excel, Word and PowerPoint
- Performance Analysis
- Project Management
- Policy Interpretation
- Investing/trading experience in financial instruments: Stocks, Forex, Cryptocurrencies, Mutual Funds, Treasury Bills and Investment Bonds

SOFT SKILLS

- Sales Motion and Service Approach
- Sales Team Dynamics
- Risk Compliance and Awareness
- Customer Engagement
- Customer Requirement Analysis
- Customer Service Skills
- Marketing
- Reasoning
- Presentation Skills
- Professional Skepticism
- Business Communication
- Interpersonal Skills
- Critical Thinking and Problem Solving
- Decision making and Creative
- Leadership and Teamwork
- Attention to Detail
- Ability to Multitask
- Work Under Pressure

LANGUAGES

- English
- Hindi
- Urdu