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AMEER HAMZA

PROFESSIONAL SUMMARY

Career Objective :

As a passionate and results-driven marketing professional, my career objective is to contribute my creative marketing strategies, data-driven insights, and digital marketing expertise to a forward-thinking company. I aim to drive brand visibility, engage target audiences, and enhance business growth through innovative marketing campaigns.

WORK HISTORY

October 2022 - October 2023

United Bank Limited - Relationship Manager, Kohat, Pakistan

- As a Relationship Manager , I was responsible for providing exceptional customer service and assisting customers in finding the right products. Greet and engage with customers, understand their needs. I was also responsible to maintain knowledge about the latest policies, products ,loans, and benefits to effectively communicate with customers. Handle product demonstrations, and provide guidance and application techniques.
- My primary responsibility was to establish and maintain strong, long-term relationships with clients. This involves understanding their financial goals, needs.
- Aim to increase CA of given portfolio customers.
- ☑ Achieve CA - Targets
- Monthly and quarterly CA targets and also with touch NTB CA targets .
- Working on Cross Sell.
- ☑ Achieve NTB Acquisition — Accounts Targets
- Acquire new retail clients through developing professional relationships based on trust, empathy, credibility, and ethical conduct.
- Achieve daily NTB target i.e. (Weighted, Gross, and Qntb.
- ☑ Achieve Banca/Wealth Management Targets Distribution and Marketing of Life Assurance in the Bancassurance business through the development and execution of the strategy for business growth in given areas.
- ☑ Digital Banking Targets
- Keep abreast of technology applications e.g. digital banking and pay effort in service migration.
- ☑ Credit Card
- Achieve credit card Monthly target.
- Calling to eligible (Salaried) customers and offering for credit card.
- Touch with regular & MVC customers offer Credit Card by keeping amount lien.

EDUCATION

Bachelor of Business
Administration: Marketing
**Kohat University Of Science
And Technology**, August
2022

Diploma In Information
Technology - DIT: IT
**Kohat College of Commerce &
Management**, Kohat, Pakistan,
September 2016

LANGUAGES

English:	C2
Proficient	
Hindi:	C2
Proficient	
Urdu:	C2
Proficient	
Pashto:	C2
Proficient	
Punjabi:	C2
Proficient	

SKILLS

- Have Islamic Banking Jumpstart Program Certificate.
- Proficient in handling computer applications like Ms Office, Emails and Internet.
- Proficiency in both oral and written communication skills.
- Customer relation skills with good telephonic etiquettes, flexible and proactive service.
- Possess excellent organizing skills with time management.
- CRM

STATUS

Visit Visa

Valid Until : 05/12/2023