



Muhammad Areeb Qazi

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● ABOUT ME

Certified Anti Money Laundering Specialist with over 12 years of diverse experience in financial compliance, corporate sales, and account management. A proactive and detail-oriented professional, well equipped to enhance compliance framework and add value by driving compliance excellence.

● WORK EXPERIENCE

8 NOV 2020 – CURRENT Dubai, United Arab Emirates

KYC AND ONBOARDING OFFICER AL ANSARI EXCHANGE

- Conducting due diligence of clients to identify potential money laundering risks according to UAE Central Bank regulations and guidance.
- Analyze customer data to ensure compliance with international AML and KYC regulations.
- Ensure PEP checks, UBO/entity adverse media search, KYC updates, and risk classification based on business categories.
- Develop and execute on-boarding and client KYC processes for new and existing customers.
- Reviewing and analyzing complex financial transactions.
- Analyze complex cases for potential suspicious in line with Central Bank of UAE regulations and FATF recommendations.
- Conduct customer due diligence CDD, enhance due diligence EDD for detecting unusual / suspicious transactions.
- Investigating and documenting potential money laundering cases in line with the UAE AML/CFT laws and regulations.
- Screening and conducting investigations on scenarios against OFAC, AML and regulatory sanctions on PEP's, Criminals, Terrorist/Terrorism, Fraudsters, EMBARGO countries, organizations, vessels and follow Global standards.
- Identifying possible resubmits/true resubmits and cancellation of payments.

16 JUL 2018 – 8 OCT 2020 Dubai, United Arab Emirates

CORPORATE SALES OFFICER AL DEYAA MEDIA PRODUCTION

- Visiting, meeting, cold calling different customers on daily basis.
- Sells products by establishing contact and developing relationships with prospects.
- Maintains relationships with clients by providing support, information, and guidance.
- Prepares reports by collecting, analyzing, and summarizing information.
- Coordination with other departments as necessary to facilitate customer satisfaction.

9 APR 2017 – 15 JUN 2018 Abu Dhabi, United Arab Emirates

CORPORATE SALES OFFICER AL FAHIM LINEZ

- Visiting, meeting, cold calling different customers on daily basis.
- Sells products by establishing contact and developing relationships with prospects.
- Maintains relationships with clients by providing support, information, and guidance.
- Prepares reports by collecting, analyzing, and summarizing information.
- Calling prospective leads and conducting telephonic sales engagements.
- Coordination with other departments as necessary to facilitate customer satisfaction.

1 JAN 2016 – 14 FEB 2017 Karachi, Pakistan

SALES EXECUTIVE INTERWOOD MOBEL PVT LTD

- Sells products by establishing and developing relationship with customers.
- Maintains relationships with clients by providing support, information, and guidance.
- Develop project plans, track project deliverables.
- Monitor project progress to ensure project complete on time, within budget and as per quality standard.
- Manage project execution till closure and acceptance.
- Identifying and resolve problems of project personnel.
- Maintains liaison with staff, suppliers and contractors.
- Coordinating with Procurement team for lead time and delivery aspects.
- Making different analysis reports.

2 JAN 2012 – 29 JUL 2015 Karachi, Pakistan

SALES EXECUTIVE SBT JAPAN CO. LTD

- Building customer's interest in the vehicles offered by the company.
- Selling used vehicles all over the world.
- Preparing shipping schedules, inspections, container packing etc.
- Working under pressure while meeting deadlines.
- Providing solutions to customers through LIVE-Chat & other facilities.
- Meeting sales and profitability target set by management and providing after sales services.
- Providing quality sales services.
- Cold calling, managing leads, repeating orders and handling complaints.

● **EDUCATION AND TRAINING**

1 JAN 2011 – 31 DEC 2011 Karachi, Pakistan

MASTER University Of Karachi

Field of study Marketing

11 JAN 2008 – 31 DEC 2010 Karachi, Pakistan

BACHELOR University Of Karachi

Field of study Marketing

1 JAN 2023 – 22 OCT 2023

CERTIFIED ANTI MONEY LAUNDERING SPECIALIST (CAMS) ACAMS

● **LANGUAGE SKILLS**

Mother tongue(s): **URDU**

Other language(s): **ENGLISH**

● **DIGITAL SKILLS**

Microsoft/ Microsoft Office | Enterprise-Resource-Planning-Software (ERP)