



## **Raheel Mehmood Mashraqi**

**House No, 1726/566, Area 5J, Tipu Sultan Road**

**Saeedabad Karachi.**

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### **OBJECTIVE**

I wish to be the key part in the top-level management of reputed and renowned organization, which can provide me the ample growth and appreciable creative environment where I can implement my creatively independently.

### **PROFESSIONAL EXPERIENCE:**

**MEEZAN BANK LIMITED**  
**Business Development Officer**  
**06- JUL- 2015 to 31-Jan-2017**  
**Team Leader**  
**01- Feb-2017 to 25-Feb-2022**  
**DUBAI ISLAMIC BANK LTD**  
**Area Sales Manager**  
**01-March-2022 to Continue**

- Responsible to plan, execute & drive area numbers along with KPI's
- Responsible to manage & execute trade-marketing activities for optimum results.
- Responsible to train, coach and keep my team & customers motivated to drive banks agenda within my area.
- Responsible for sustainable growth in the assigned territory.
- Prepare and implement market visit and route to market plans.
- Working on two banking software Temenos and CRM (Customer Relationship Management).
- Assisting customers in their selection of various financial services.
- Coordination with Centralized Account Opening department for activation of discrepant accounts.
- Responsible for Monthly, Quarterly, Half yearly and yearly reporting to Head Office.
- Cross-selling consumer products to existing customers as well as prospective customers.
- Responsible for branch end position reporting to Area and Region Office.
- Responsibilities for opening business/individual Account.
- Research the market for identifying new business opportunities.
- Respond to the client queries regarding the products in a timely fashion.
- Develop strong customer relationship in order to generate high volume of prospective clients.
- Manage customer calls and appointments effectively for new opportunities.
- Explain prospective clients about the advantage of the products or services offered and follow up With them in order to close the business deal.
- Managing relation with all the priority customers.
- Managing daily productivity and adding future prospects.
- Determine cross-selling opportunities among different offices.
- Any other responsibilities as and when required by management.
- Responsibilities for opening business/individual/sole proprietor account.
- Managing relationship with all customers.

- Meeting new & existing customers, identifying needs for financial services and products offering ‘*best advice*’ and, where appropriate, selling products to meet those needs.
- Converting prospects after identifying need of the customers, and playing major role in closing the deal.
- Following SBP prudential regulations while opening new accounts.

<b>PROFESSIONAL EXPERIENCE:</b>	<b>01 Year Experience Zahid Packages Pvt Ltd as a “Sales Officer”</b>
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## SUMMARY OF QUALIFICATION

- MA (Political Science) Continue : University of Karachi
- B.A : University of Karachi
- Intermediate : Karachi Board
- Matriculation : Karachi Board

## COMPUTER LITERACY

- **Application Program** Microsoft Word, Microsoft Excel, Microsoft Power Point
- **Typing Speed** 40 to 50 W.P.M
- **Internet** Ability to work on internet and related matters.

## LANGUAGES

- Can Read ,write & Speak Pashto, Urdu and English,

## PERSONAL INFORMATION

- Father Name : Mahmood Ahmed Mashraqi
- Date of Birth : 13-Dec-1986
- CNIC No. : 42401-2656642-5
- Religion : Islam
- Marital Status : Married
- Nationality : Pakistani
- Domicile : Karachi-South (Sindh)

## REFERENCES

Will be furnished as and when required