**Ali Rizvi**

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2101 Eton Street, Twinsburg, Ohio. 44087 - (216) 882 6815 - a-rizvi@hotmail.com

**OBJECTIVE**

Employ my diverse experience and analytical skills in a competitive corporate environment to make a significant contribution towards the financial effectiveness of the firm.

**Experience**

**US Bank**

11/2019 – Current **Client Consultant, Cleveland, Ohio**

* Review submitted credit applications for completion and follow up with customers on the process.
* Proactively sought and follow up on sales opportunities and prospects, including new business
* Supervise staff and communicated performance expectations to each team member
* Involve in Branch management, Business development, employee training, monitor performance plans
* Ensure that the audit/compliance procedures of the branch were followed

03/2017 – 11/2019 **Operations Control Manager, Cincinnati, Ohio**

* Designed and implemented operations control and internal audits, increased accuracy by 17%
* Managed an operations team to implement policy and banking regulations
* Analyzed, reduced and controlled expenses by improving resource allocation
* Coached staff on company procedures, policies, expectations, and initiated corrective actions.
* Responsible for IRS/Fiscal Service reporting with absolute accuracy
* Lead a team for process redesign and simplified various processes for higher efficiency and saved approximately $150k towards department budget
* Managed and trained staff for Anti Money Laundry and EFCC (Economic & Financial Crime Commission) certification

05/2015 – 03/2017 **Sales & Service Manager, Cleveland, Ohio**

* Managed a team of 6 employees, overseeing customer service, staffing, HR, and operational duties. Used service reports and sales results to predict future production and to motivate my team
* Was responsible for growing revenue though loans, deposits, investments and other banking products. Analyzed balances and sales trends to predict future performance and ensure progress.
* Maintained and monitored branch vault cash, petty cash and performed monthly audits in accordance with banking regulations
* Earned the Pinnacle Award for branch sales and annual bonus

04/2013- 05/2015 **Branch Management Banker**, **Cleveland, Ohio**

* Established and maintained relationships while providing assistance for individuals and businesses
* Handled complex customer transactions, problems, or inquiries
* Multi-tasked/Detail oriented/attention to detail
* Winner of quarterly Star of excellence
* Winner of Summer campaign

**Oriental Rugs,**

06/2006- 04/2013 **Entrepreneur, Cleveland, Ohio**

* Business development, marketing strategies
* Increased product sales by 20%, controlled business expenses by 18%

**Metco Group**

1999-2006 **Manager Operations,** **Karachi, Pakistan**

* Project management and business management
* Extensively Involved in warehouse management to maintain the quality of raw-material and its timely availability to production line.
* Successfully managed a Treasury team; directly involved in assessment, monitoring, planning and managing the efficient utilization of cash and financial services in alignment of company policy.
* Managed a purchasing depart for three years with annual budget of $30 Million, and successfully maintained lower average purchasing price for premium quality (average annual saving around $300,000)

***Technical & Analytical***

* Extensively using KPI/ KRI analysis, Risk trend analysis, SWOT analysis, effective inventory control system and Lean Management process
* Hands-on knowledge in SOCs/ SOX audit, Gap analysis, GAAP rules, Contract Negotiations, accounting and financial statements.
* Extensive experience with variety of software like MS Office Suite, SharePoint, Lotus Notes, Hogan, familiar of Enterprise Resource Planning Software, SAP, SQL and a quick learner of unfamiliar systems in general.
* Extensive knowledge of bank regulations i.e. Bank Secrecy Act, legal structures of different business entities, account analysis tools and reporting system for US Bank.
* Proficient in interpretation of IRS and FS regulations, related to government lockbox; design controls, write procedures and follow up reporting/meetings with IRS and FS for proper implementation.

***Management & Organization***

* Mentoring, managing and leading teams for improved service and better employee efficiency.
* Involve in Project Management, feasibility studies, Project erection and working through various phases to make it functional.
* Extensive experience in import and export operations of goods such as cotton, sugar, DAP fertilizer and pulses, responsibilities included but not limited to manage contract negotiation, freight management, Vessel handling, marketing and Sales.
* Successfully owned and operated business ventures for seven years, involved in business development, marketing strategies, payroll handling and product innovation.

**EDUCATION & TRAINING**

* **Data Analytic**, **VBA | Excel | Tableau | Python | ETL | Machine Learning |AWS |Big Data |** Case Western Reserve University, Cleveland, Ohio. **2020**
* **Masters in Business Administration, Specialization in Supply Chain Management | General Management** | Lake Erie College, Painesville, Ohio. **2015** (G.P.A: 3.8)
* **Bachelor of Science in Accounting, Specialization in Accounting |** Hailey College,University of the Punjab, Lahore Pakistan. **2005** (G.P.A: 3.5)