



Syed Amir Ikhlaq

Relationship Manager

INTRODUCTION

I am a banking professional who specializes in relationship management. I am a trustworthy and efficient worker who has worked with hundreds of clients.

RELATED SKILLS

- Sales and negotiation abilities
- Effective communication skills
- Very familiar with company's products and offerings
- Great interpersonal skills

CONTACT ME THROUGH:

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EDUCATION

Bachelor in Commerce 2009

University of Punjab, Pakistan

Intermediation 2007

Board of Intermediate & Secondary

Education Lahore, Pakistan

Matriculation 2004

Board of Intermediate & Secondary

Education Mirpur, AJK

ACHIEVEMENTS

- Substantial increase in portfolio
- Received award in mutual fund campaign
- Generated 60M in Two months (Nov & Dec) from existing and new relationships and surpassed Dec. 2017 targets.
- Surpassed December 2017 Target by 10M along with consumer targets

POSITIONS HELD

Credit Card Sales Executive

Amfah Dubai | 8 Jan 2022- Present

- Increase credit card customers
- Engage and educate customers on product usage
- Convey brand information to customers and respond to questions/inquiries that arise
- Responsible for daily/monthly sales targets
- Investigate and address competitors' activities
- Match sales opportunities that cover other products involving various sales representatives
- Bargain customer pricing contracts with third party providers.

Relationship Manager

JS Bank (Pvt.) Ltd | Oct 2018 - Oct 2021

- To strengthen the customer relationship
- NTB acquisition
- Cross-selling, consumer financing
- To mobilize deposits & increase the number of accounts.
- To increase the deposit base of the branch through CASA generation.
- To penetrate the market for product and brand awareness.
- To cross-sell other products of the bank including consumer products.
- Account opening KYC Dormant activation



Relationship Manager

United Bank Limited | 3- Dec 2015 - 17-Oct 18

- To achieve assigned business targets in line with the set bank's objective.
- Deposit Mobilization through existing and NTB's customers to increase branch business portfolio.
- To cross sell bank's Retail / Consumer products & services.
- To sell Wealth Management products.
- To provide quality customer services in order to retain and increase the number of relationships.
- Networking with existing and potential clients.
- Periodically review the existing accounts of their clients to manage attrition of deposits and selling products.



Retail banking officer

United Bank Limited | Oct 2013 to Dec 2015

- Responsible for the opening of bank accounts of the customers.
- Implementing the KYC policies. Responding to the SBP and Head Office. inquiries about the KYC issues of customers.
- Providing products information to the customers

