

Mohammad Fasiuddin, MBA

Address: Flat 402, Akbar Bagh,
Neeraj Colony, Toli chowki
Hyderabad-500008.

Phone: (+91)8688147629

Email: fasimohammed87@Yahoo.com

Profile

Name of the Company: Abdul Lateef Jameel Group – Saudi Arabia

Period: February 2018 to May 2024 (Abdul Lateef Jameel Group)

Current Role: Project Manager

Work Profile: Project Management in Financial Services Domain

- 14 years of experience in Project Management, Operations Management, Client Relationship Management, Change Management and application product expertise.
- Experience in managing team of 15 employees and large-scale Financial Services projects by ensuring successful delivery within scope, budget, and schedule.
- Proven ability to identify business opportunities and provide management ideas to achieve revenue targets with key focus on Risk and Control Operational Framework.
- Products Expertise into the software development life cycle, specification, Implementation and configuration of software products.

Current Job

Client Services Associate Project Manager- (Abdul Lateef Jameel Group)-K S A

-Feb 2018 –May 2022

- My core responsibilities are to work closely with business, technology and external vendors to implement change, perform analysis pertaining to business which includes confirmation release, payment system updates, perform Root Cause Analysis, new business unit set ups, on boarding of new clients, and working on changes pertaining to regulatory reporting for various jurisdictions i.e.,SAMA,BCL,IFCE,RAID.
- Work closely with regulation changes on trade confirmation execution target of T+1 i.e., Assess As-is Process & Gap analysis.
- Checking whether all the projects adhere to the standards defined by the organization by conducting various kinds of end-to-end reviews and audits which are based on various methodologies i.e., Lean, Six Sigma., JIRA, SOW.
- Coordinate User stories, testing, assigning sub task's, and complete the entire task within the sprint as per the Agile methodology.
- Performed quality assurance, system integration and user acceptance testing facilitating on-time, on-budget, issue tracking via JIRA and acclaimed "go-live" of enterprise implementations.

Previous Roles

Project Coordinator - May 2016 – Feb 2018 - Arabian Services Co.

- Work closely with project manager, development teams to review product deliverables and assist in providing direction for fixes, system enhancements, interfaces, reports, and customizations for Middle-East Stakeholder.
- Analyze risks and opportunities and helping in preparation of project Budgets.
- Drive project progress and handle any issues that arise and
- Act as the point of contact and communicate project status to all participants
- Work with the Project Manager to eliminate blockers
- Create and maintain comprehensive project documentation, plans and reports
- Ensure standards and requirements are met through conducting quality assurance tests.

NRI Relationship Manager- April 2015 to May 2016-DCB Bank.

- Responsible for the creation of new business and maintain professional relationships with present clients, makes calls to prospective clients and set up sales presentations to clubs, organizations, groups, associations and other companies across multiple geographical locations.
- To provide financial advice and offer customized key product solutions that adhere to the financial institution's guidelines as well as of the industry regulations.
- Through excellent customer service, task to build and maintain loyalty to the current clients of the bank. It is my duty to keep the customers updated on the new products and services offered by the bank that will be a great help to them to be able to continue in its clientele range growth.

- To achieve the financial institution's sales goals and target for all significant products are met as well as the quality of customer service given is of high standard and in accordance to the bank's rules and policies.

Senior Relationship Manager - Sept 2011 to April 2015 – Vensri Financial Services.

- Assessing background information on the client & Studying insurance proposals
- Deciding how much should be paid out based on additions and deletions and ncb & for other discounts.
- Liaising with professionals and specialists to help judge risk assessment
- Selecting appropriate and competitive premiums based on information and judgment
- Writing policies and adding specific conditions when required
- Contact field representatives, medical personnel, and others to obtain further information
- Visiting potential customers and preparing quotes.
- Analyzing statistical data using specialist computer programs
- Writing quotes and negotiating the terms with brokers and clients
- Liaising with insurance brokers and customers and managing all the portfolio of the clients.

Relationship Manager- April 2007 to Aug 2011- Bajaj Allianz General Insurance Co Limited

- Relationship management with Axis Bank Branches for General Insurance Business through branches
- Target driven sales profile & Ensuring team productivity
- Resolution of channel queries and Campaign Management
- Periodical Analysis of performance for various products and segment
- Liaising with Bank counterparts at regular intervals
- Ensuring Daily reporting and MIS, to internal and external stake holders
- Involving in claim handling and involving in underwriting the risk.

Achievements

- ✓ Recognized with Gold Award & Silver Award in June & January 2020 for my efforts on different transitions, projects and initiatives.
- ✓ Managed team of 15 employees for 5 years in the financial domain without major issues from year 2016 to 2022.

Educational Qualification

Year	Degree	Institution	
2004-2006	Master of Business Administration (MBA)	Osmania University	
2001-2004	Bachelor of Computer Science	Osmania University	
1999-2001	Intermediate	Board of Intermediate	
1998-1999	SSC (X)	SSS High School	

Certifications

- ✓ PMP Certification under Process
- ✓ IRDA-Insurance Regulatory and Development Authority in 2016.
- ✓ IFCE-Insurance Foundation Certificate Exam.
- ✓ Certified in Derivatives Module from National Stock Exchange (NSE) – India in July 2016
- ✓ AML-Successful Completion of Training-2022

Technical Skills

- ✓ Proficiency in MS-Office including MS-Excel Macros, Formulae and MS-PowerPoint.
- ✓ VBA basics, PL/SQL basics and MS-Project
- ✓

PERSONAL DETAILS:-

Date of Birth 04th July 1982
 Marital status Married
 Languages Known English, Telugu& Urdu.

DECLARATION:-

I hereby declare that the above information given to you is true to the best of my Knowledge.

Place :

Date :

(Mohammed Fasiuddin)