

Fadi A. Biedas

E-Mail: bankerfadi@yahoo.com
Mobile: +962 79 5808558 (JORDAN)

Aspires to pursue challenging assignments in banking business, financial company's services, Business financial Development, Executive Management with a reputed organization in Middle East.

- ❑ A dynamic result driven professional with 16 years of experience in banking Business, Sales & Marketing, Marketing Research, financial Consulting Services, Key Account Management.
- ❑ Exhibited abilities in generating leads and consistently increasing revenues, market share and favourably impacting profitability by exceeding all the set goals & corporate objectives.
- ❑ Adroit in identifying/networking with reliable and financially strong channel partners for business excellence.
- ❑ Outstanding success in building and managing relations with key clients and establishing large volume, high profit accounts with excellent levels of retention and loyalty.
- ❑ Adroit in addressing all service related issues; ensured customer delight.
- ❑ Posses the ease to develop new markets for launching new products. Motivated by standards of excellence to overachieve expectations & sail through targeted goals.
- ❑ A team player and leader with the ability consistently meet targets and ensure profitable operations.
- ❑ Good knowledge in tenders, commercial law, companies establishing and conversion to joint stock companies and attracting investors, leasing business, Banking facilities and services.

KNOWLEDGE PURVIEW

- | | | |
|-----------------------------------|--------------------------|---------------------------|
| -Driving Sales | - Product Launches | - International Marketing |
| -Channel Mgmt (Direct & Indirect) | - New Market Development | - Product Pricing |
| -Client Relationship Management | - Manpower Planning | - Operations Management |
| -Time Management | - Negotiation Skills | - Problem Solving |
| -Financial Analysis | - Brainstorming Skills | - Promotions |

CORE COMPETENCIES

Sales & Marketing: Identifying new streams for revenue growth & developing marketing plans to build consumer preference conducting competitor analysis by keeping abreast of market trends to achieve market share metrics.

Channel Management: Networking with financially strong and reliable clients, resulting in deeper market penetration and improved market share. Assisting the channel partners to meet their business targets and achieve profitable ROI.

Key Account Management: Developing relationships with key decision-makers in target organizations for business development, Interfacing with clients for commercial discussion of products and communicating the same to the technical department, interacting with clients for suggesting the most viable product range and cultivating relations with them for securing repeat business.

Team Management: Managing Team functions viz. manpower planning, deployment, performance appraisal, etc. Leading, mentoring, training & monitoring the performance of team members to ensure efficiency in process operations and meeting of individual & group targets.

CAREER HIGHLIGHTS

Since Aug '2017 – until now, AS Branch Manager - Sweifyeh for (Egyptian Arab land bank) (Jordan)
The most important and profitable branch over all EALB branches

Significant Accomplishments

- ✓ Managing day-to-day bank activities, monitoring & controlling procedures and operations.
- ✓ Building high volume and profitable portfolio.
- ✓ Building smart loyalty relationships with valuable clients
- ✓ Successfully managed key accounts.
- ✓ Establishing very good relationships with prime businessmen and government leaders
- ✓ Raising the performance of branch employees

Since April '2015 – Aug 2017, AS Branch Manager - Kalda for (Egyptian Arab land bank) (Jordan)

Significant Accomplishments

- ✓ Managing day-to-day bank activities, monitoring & controlling procedures and operations.
 - ✓ Building high volume and profitable portfolio.
 - ✓ Building smart loyalty relationships with valuable clients
 - ✓ Establishing very good relationships with prime businessmen and government leaders
 - ✓ Solve many problems and retain clients back.
 - ✓ Raising the performance of branch employees
-

Since April '2014 – Aug 2015, AS Branch Manager –Al-Wehdate for (Egyptian Arab land bank) (Jordan)

Significant Accomplishments

- ✓ Managing day-to-day bank activities, monitoring & controlling procedures and operations.
 - ✓ Building high volume and profitable portfolio.
 - ✓ Building smart loyalty relationships with valuable clients
 - ✓ Establishing very good relationships with prime businessmen and government leaders
 - ✓ Solve many problems and retain clients back.
 - ✓ Raising the performance of branch employees
 - ✓ Building good relationships with commercial sectors over the Al Wehdat area.
-

Since Dec '2004 – Aug 2014, working in (Egyptian Arab land bank) (Jordan)

- In Accounting section
- In Deposits section
- As Head of Teller
- As Head of deposits and remittances
- In Facilities section

Significant Accomplishments

I had worked for 10 years in all above sections and positions to get good experience in all banking facilities and procedures, which has me inspired to achieve targeted goals and evaluate any daily risk, I have always had high performance rate.

ACADEMIA: Bachelor's Degree (Management Information System (MIS) - Petra University - Jordan; 2004

PROFESSIONAL ENHANCEMENTS (Trainings & Courses)

- | | | |
|-----------------------------------------|--------------------------------------------------|---------------------------------------------------|
| -Leadership Skills | -Legal Aspects of banking Check | -Negotiation Skills |
| -Discovering Banking Forgery | -Developing Markets | -Detection of counterfeit currency |
| -Personal Affairs Management | -TQM Services. | -Microfinance Projects |
| -Linking Strategy to Action | -Evaluation Management | -Capital Investment in Real estate |
| -Influencing Skills & Fostering Change | -Financial analysis and Decision making in banks | |
| -Public Relationship & Clients Services | -Development of Small Business | -The role at the middle & politics with integrity |
| -Time Management. | -Money Laundering & Fraud | -Preparing Contracts & Agreements. |

COMPUTER PROFICIENCY

-MS word, Excel, Power Point

- Internet Searching

-Computer Programs

Languages Known

- Arabic: Mother Tongue

- English: Good

PERSONAL DOSSIER

Date of Birth: 1th Dec 1983
Gender: Male
Resident: Amman - Jordan
Nationality: Jordanian
Mobile 00962-79 5808558
E-Mail bankerfadi@yahoo.com

Documents and training courses available upon your kind request.

References:

IN Banking Business

Mr Ahmed BanE Younes – Branches Manager (Egyptian Arab land bank) Mobile: 0796675075
Mr Maher Meherat – Head Main Branch (Egyptian Arab land bank) Mobile: 0797456300
Mr Mohammed Al Halaq – Retail Manager (Egyptian Arab land bank) Mobile: 0795436916

IN Government:

Dr. Mostafa Al Nawaysa –Constitutional - Court Mobile: 0797566604
Dr. Nayef Al Samarat -Judicial Council –Mobile: 0777770971
General Ismael Al Bahree –Mobile: 0790190500

Businessmen:

Mr Amer Hadad – Mobile: 0795411511
Dr Sharef Saada – Mobile: 0799290290
Eng. Kaldon Maqtash – Mobile: 0796262633