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Summary

PROFILE

I am a motivated and results-driven professional in the field of banking and financial services. With a proven track record in driving growth, meeting targets, and enhancing profitability, I bring strong problem-solving skills and a keen focus on customer satisfaction to every role. I am currently seeking a new opportunity where I can leverage my expertise to contribute to the success of the organization.

Experience



Branch Manager

MCB Bank Limited

Aug 2019 - Oct 2023 (4 years 3 months)

Enhanced branch profitability through deposit portfolio management and rigorous adherence to regulatory standards.

- Inspired and led the branch team, resulting in improved organizational performance and elevated service quality.
- Effectively promoted and sold a diverse range of financial products, significantly boosting revenue.
- Managed branch audits with precision, ensured customer identity verification in line with regulatory requirements, and responded promptly to regulatory alerts.
- Implemented proactive strategies to improve revenue metrics through operational optimization.



Branch Manager

The Bank of Punjab

Dec 2018 - Aug 2019 (9 months)

Oversaw and guided branch staff, enhancing productivity and service quality.

- Successfully marketed and sold various bank products, directly contributing to increased sales and revenue.
- Demonstrated financial acumen by efficiently managing the branch budget and resource allocation.
- Strictly adhered to customer identity verification requirements in accordance with regulatory standards and remained vigilant regarding regulatory alerts.
- Focused on achieving branch growth and profitability targets, resulting in improved organisational performance.



Branch Manager

HBL - Habib Bank Limited

Mar 2017 - Sep 2018 (1 year 7 months)

Provided effective leadership, fostering improved team performance and morale.

- Ensured precise execution of branch audits, internal audits, and adherence to regulatory requirements, maintaining high standards of operational integrity.
- Achieved deposit targets and significantly boosted branch performance through strategic initiatives.

- Addressed customer identity verification in compliance with regulatory standards and promptly responded to high-risk alerts, ensuring regulatory adherence.
- Maintained consistently high service quality standards, delivering a superior customer experience.

Relationship Manager

HBL - Habib Bank Limited

Jul 2015 - Mar 2017 (1 year 9 months)

Attracted and retained new customers, expanding deposit portfolios through effective relationship management.

- Promoted and facilitated the sale of various bank products, including Car Loans, Personal Loans, Credit Cards, and Insurance.
- Upheld the highest standards of branch service quality, guaranteeing exceptional customer experiences and satisfaction.

Education

University of Gujarat

Masters, Finance

Gujrat College of Commerce

Bachelor of Commerce

Gujrat College of Commerce

Government Christian High School

Skills

approach • banking • budgeting • credit • financial • insurance • leadership • management • optimization • organizational skills

Honors & Awards

Certificate of Achievement - HBL - Habib Bank Limited

Sep 2017

Best Performance in Personal Loan Campaign-17

Certificate of Completion - HBL - Habib Bank Limited

Aug 2017

AML-CFT Training Program

Certificate of Completion - HBL - Habib Bank Limited

Jan 2017

Branch Managers Development Training Program

HBL

Certificate of Completion - HBL - Habib Bank Limited

Sep 2016

Basics of Islamic Banking Training Program

HBL

Certificate of Completion - HBL - Habib Bank Limited

Feb 2016

New Hires Relationship Managers Training Program

HBL

Certificate of Completion - HBL - Habib Bank Limited

Sep 2015

Gender Diversity Training Program



Certificate - Government of Punjab

Mar 2012

Shahbaz Sharif Youth initiative