

# BUSINESS DEVELOPMENT SPECIALIST



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## ASAD ZAHGEER



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Al Barsha 1, Dubai,UAE

### Key Areas of Expertise

- Client Relationship management.
- Business Acquisition
- Strategic & Affiliate Partnerships.
- Market Research & Vendor Analysis
- Compliance Management
- Stakeholder Management
- WPS payroll services
- Foreign exchange (FX) markets
- Currency Management Solutions
- Personal Loans / Mortgages
- General Insurance
- International Corporate Remittances (B2B)

### EDUCATION



Middlesex University (London, United Kingdom) (2014-2015)

Master's Degree in International business management.



University of Kashmir (Jammu and Kashmir, India) – (2010-2012)

Bachelor's degree in Commerce (B.com)

### Professional Summary

A seasoned and success-driven business Development Specialist with over 9 years demonstrated experience of working in financial industry in global markets. Result oriented professional with a proven track record of improving the market position of an organization and maximizing opportunities for financial growth. During my sturdy and expansive stint at Al Ansari exchange one of the leading exchange houses in UAE, was instrumental in launching and promotion of multiple projects, through effective communication and dealing with internal and external stakeholders. Played a vital role in designing the strategy for launching multi-currency cards, Wallet products and Digital platforms for financial transactions. Collaborated with top notch businesses in UAE from major sectors to provide effective financial solutions in terms of corporate FX, WPS payroll services and digital payments, with an aim to increase revenue. Expertise in identifying and establishing strategic alliances / tie-ups with suitable business partners, resulting in deeper market penetration to achieve profitability.

### Career Highlights and Achievements

- Instrumental in launching and Promotion of one of the largest Multi-Currency Prepaid Card program in the region - AAE Travel Card , In association with Visa, Wirecard processing and Noor Bank.
- Achieved a record Highest AED 1 mil (net profit) for Q1 of year 2022 with transaction volume of equaling to AED 150 million approx., through International corporate Remittances.
- Active B2B Client Portfolio in UAE, Strategic partnership and alliances with major corporate entities in UAE from banking and airline sector with a growth rate of AED 10 million per Annum.
- Received al Ansari excellence award (highest award bestowed on al Ansari exchange employee) for Promotion digital Platforms such as Al Ansari mobile application and eexchange (online remittance portal) [www.eexchange.ae](http://www.eexchange.ae)

### Professional Experience



Business Development Executive, Al Ansari Exchange LLC,  
Dubai UAE , Feb 18 - Jul 22

- Acquiring new business through Presenting, promoting and selling financial products such as WPS payroll services and international corporate remittances using solid arguments to prospective clients.
- Timely Forecasting of future trends and orient strategies to capture maximum benefits.
- Providing Solutions Regarding WPS payroll and international payroll management.
- Actively pursue new business through cold calling, researching and having an active social media presence on platforms for lead generation.
- Developing a strong portfolio of top-notch clients in UAE market. collaborations with 1500 + corporate businesses.
- Achieving KPI's set by management on client acquisition & revenue generation.
- Collaborated with Cross functional departments to ensure a cohesive approach to sales and marketing.
- Maintained a strong New Acquisition Pipeline with accurate deal closure forecasting.
- Attended networking events to Establish contacts with key Decision Makers of Top-notch companies and convert them into leads.

## Core Competence

- Data-driven Decision Making
- Networking
- Analytical skills
- Quick Decision Making
- Persuasive Negotiation
- Revenue Forecasting
- Motivational skills
- Strong Business acumen
- Business writing
- Team Leadership
- CRM & Ms Office ( Expert Level )

## KEY PROJECTS

- AAE Platinum Travel Card - Multi Currency Card
- AAE Classic Travel Card - Multi Currency Card
- eexchange- Online Remittance Portal - [www.eexchange.ae](http://www.eexchange.ae)
- Al Ansari mobile application (Fintech)
- Pay plus and payroll card ( WPS solutions )

## Additional Information

Date of birth: 25/08/1991

Languages: Hindi (Fluent)

English (Fluent)

Urdu (Fluent)

Valid UAE drivers' license

Visa status: Resident

Nationality : Indian

## Certifications

- Advanced anti money laundering certification (as per UAE central bank regulations)
- Tally ERP 9.0



Client Relationship Manager, AXIS BANK , J & K , Srinagar , INDIA

May 15 - Dec 17

- Provide financial solutions to the Priority customers while maintaining high service standards.
- Selling of multiple banking retail products like credit cards, home loans , mortgages and General Insurance.
- Liaison with Corporate Banking Operations team and Centralized Processing Unit to enable smooth completion of post sanction formalities, account opening and disbursement
- Scoping of existing client base in portfolio in order to identify new opportunities for the Bank on a continuous basis
- Coordinate with sales executives to better align company goals and tactics.



Team lead Sales• Vogue lettings, Huddersfield, United Kingdom• May'14 – May'15

- Responsible for acquiring clients for renting and purchase of VOGUE properties.
- Hired to build the companies first commercial sales team in the region and launch the market.
- Conducting regular events at various locations in the region in order to promote company properties.
- Successfully booked deals for 90% of company Properties within span of 7 months.
- Operated on a commission basis as agent for customers wishing to buy, sell, or rent real property.
- Advised clients on real estate market conditions in the area and assist them by supplying information on financing, valuation, home inspections.
- Arranged meetings between buyers and sellers when details of transactions need to be negotiated.
- Inspected condition of premises, and arrange for necessary maintenance or notify owners of maintenance needs.
- Coordinated property closings, overseeing the signing of documents and disbursement of funds.
- Acted as an intermediary in negotiations between buyers and sellers, generally representing one or the other.



Business Development Officer, UNIMONI FINANCIAL SERVICES LTD, Srinagar, J & k , INDIA , Dec 12 - Jan 14

- Identifying new business opportunities through research and analysis to develop the brand and generate revenue.
- Evaluated competitors in terms of market share, product offering and current market / creative trends to determine strategies that would strengthen the company's presence in those areas.
- End to End Program management including Vendor selection, partnerships, Product development, Compliance and Regulatory affairs.
- Remain current on the socio-political environment and how that is impacting clients, especially those that are high risk nationalities.
- Manage client expectations and deliver content in a relatable format.
- Worked closely with multiple internal/external stakeholders for seamless execution of new projects.
- Adhere to various KPI's provided in the form of targets and lead management
- Manage and motivate a team of 18 employees to achieve their monthly and quarterly targets.
- Research strategic locations for lead development throughout the Region.