

## CONTACT

### Sajid Ramzan

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## OBJECTIVE

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Enthusiastic Business Development Officer dedicated to driving business success through smart networking and solid brand positioning. Skilled in building customer relationships and understanding customer needs. Strong team player and good business management skills.

## EXPERIENCE

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2021 - 2023

- **Business Development Officer**

Askari Bank Ltd

Strategized with sales team to prospect and qualify potential customers within assigned geographic territories.

Generated new business with marketing initiatives and strategic plans.

Built relationships with colleagues to facilitate teamwork, cooperation and success.

Increased sales with execution of full sales cycle processing from initial lead processing through conversion and closing.

Met with customers to discuss and ascertain needs, tailor solutions and close deals.

Achieved 4 Billion Deposit and earn double incentive, win Current Account campaign.

The Branch having Record Current Account Deposit all round the Askari Bank in Pakistan September 2022.

07/2020 - 09/2020

- **Internship Student**

JS Bank Ltd

Interacted with customers by phone, email, or in-person to provide information.

Reported back to instructor to receive day-to-day tasks and responsibilities.

Communicated effectively with faculty and staff and accepted critiques and suggestions for areas of improvement.

Work with four departments in branch, including Cash department, Sales department, Operation department and loan department.

Identify and apply for loan, from corporate to personal loan, Evaluated the candidates job history, income and overall credit worthiness.

Prepared daily customer transactions including deposits, withdrawals, money transfers, loan payments, and cashier's cheques for approximately 150-200 customers per day.

## EDUCATION

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2016 - 2020

- **University of South Asia**

Bachelor of Business Administration

3.41

2012 - 2016

- **Govt Islamia College - Raliway Road Lahore**

I.C.S Computer Science & Information

2010 - 2012

- **Pak Ideal High School - Lahore**

High School

## SKILLS

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- Business Development
- Planning & Execution
- Microsoft Office
- Computer Handling
- Communication
- Team Work
- Inspire & Innovte
- Flexible & Adaptable
- Organize & Time management
- Decision Making

## LANGUAGES

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- English
- Urdu

## DIPLOMA

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- Computer Foundation & Hardware

## CERTIFICATION

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- Project Management
- Hotel Management & Operation