



# Rayan Janem

## BANK NOTES AND MONEY CHANGER

I am focused individual with a comprehensive knowledge of developing sales. Commercially aware and highly successful in driving the business forward while delivering high retail standards, through increasing the sales performance. Proven ability to maximize sales and profitability, through excellent service. I am competitive by nature and always up for a challenge

## Contact

### Phone

+971562000572

### Email

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### Address

AlAin - UAE

## Education

2014

**Bachelor of Business Administration**

Irbid National University, Irbid, Jordan

## Expertise

- Exceeding target
- Business development
- Attention to the details
- Strong financial analytical skills
- Excellent persuasive and customer service skills
- Ability to maintain confidentiality and build customers trust

## Language

Arabic

English

## Experience

### 2014 – Present

Al Ghurair Exchange

Bank notes and money changer

**Trading currency, managing portfolios, identifying investment opportunities, tracking market trends, and performing technical analysis.**

### Achievements

Cold call nationwide and internationally to offer various investment opportunities (Options on US dollar, British pound, and Euro).

Generate and receive an average of 30+ calls per day assessing leads, determining timeline, budget, and product of interest. Assess each client's investment needs to ensure repeat business. Assisting the retail and institutional sales forces in introducing new clients to the branch.

- Produced over 114% account growth in 3 months.
- Advertised and introduced futures/options to 200 clients. Maintain book of business and bringing new investment opportunities to clients.

Managing customer inquiries, complaints and improved service efficiency.

Serving as a backup to managers, provided guidance and assisted less experienced staff.

Analyzing all global financial markets for various industry trends.

Recommending competitive foreign exchange rates based on market performance.

Interpret news and world events translating them into financial predictions of a nation's economy.

Learned valuable skills including statistically analysing data, working with colleagues to confirm or invalidate technical models and correlations, and implementing team developed strategies.