

ASIF IBRAHIM.S

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CAREER OBJECTIVE

Seeking position to enhance my skills and abilities in Financial Services, which offers professional growth, innovative, flexible and being resourceful.

PROFESSIONAL EXPERIENCE

- Company Name : **AL Rostamani International Exchange LLC**
Designation : Duty Supervisor and Branch Incharge
Duration : Jan 2014 to Till Now

ROLES & RESPONSIBILITIES

- Co-Lead the sales management of the branch to ensure attainment of sales goals. Actively managed sales process activities including customer profiling, customer and employee events, sales and activity tracking.
- Coached team on proper execution of sales process and role model desired behaviors - Adhered to compliance and operations risk controls in accordance with the company and regulatory standards, policies and practices.
- Was responsible for performing individual assigned sales activities and for fulfilling all assigned sales production goals and contributing to the branch strategic initiative and profitability.
- Helped grow new branch from 0 to AED 1.5 million in 12 months.
- Participated in community organizations and activities to enhance the company's awareness and image within the community.
- Conducted several analyses to client's portfolio and provided advice regarding the best bank products or services that suit their needs.
- Administered meticulously the interview and hiring process for potential employees.
- Directed employee performance review to identify and recognize top-performing staff.
- Implemented training and delivered exceptional assistance and guidance to staff in order to carry out quick steps in achieving goals.
- Facilitated sales referrals and cross-selling of various business products.
- Held fully responsible for daily coaching of staff on how to meet customer's needs; facilitated the implementation of branch promotion and seminars

➤ Company Name : **AL Rostamani International Exchange**
 Designation : Senior Teller
 Duration : Nov 2010 to Dec 2013

ROLES & RESPONSIBILITIES

- Consistently met sales goals as teller. As CSSR, was placed in a roving role and delivered high quality service.
- As lead teller, managed teller line in supervisor's absence. Accelerate team's sale with coaching and motivation to ensure line met goal.
- Took on several duties outside of role such as daily sales success planner, ATM custodial duties, and training.
- Reduced branch loss as fraud champion
- Secured confidential information and records using the highest of standards
- Maintained positive professional relationships with customers and coworkers
- Trained and developed incoming employees
- Handled customers' inquiries and follow up if needed

➤ Company Name : **AL Rostamani International Exchange**
 Designation : Senior Teller
 Duration : Jan 2008 to Oct 2010

ROLES & RESPONSIBILITIES

- Handle responsibilities of approving transactions and scheduling workflow
- Perform the tasks of hiring and providing training to teller staff
- Provides excellent customer service while processing transactions, and recommending additional products and services to meet customers' needs.
- Reduced loss to customer and bank by closing debit and credit cards and placing stop payments on checks.
- Supervision of six tellers. Activities including scheduling, oversight of employees and customer satisfaction

ACADEMIC QUALIFICATION

M.B.A (BANKING & FINANCE) FROM ALAGAPPA UNIVERSITY - KARIKUDI , INDIA.	2012
M.COM (BANKING) FROM ALAGAPPA UNIVERSITY – KARAIKUDI, INDIA.	2008
B.COM (COMMERCE) FROM JMC BHARATIDASAN UNIVERSITY – TRICHY , INDIA.	2002

EXTRA QUALIFICATION

- Certified Diploma holder in Computer Application & DTP
- Attended 8 different Seminars for AML and KYC.
- Attended Money Gram UAE International Conference for 2008.
- Attended Seminars for Cashiers Key Steps and Fraud Alerts.
- Attended workshop on Six Thinking Hats.
- Attended Seminars for How to find counterfeit notes.

SOFTWARE SKILLS

- SAP Module : SAP (SALES PROGRAMME)
- Operating Systems : MS DOS, Windows98, NT, 2000, XP, Vista
- Web Designing : JAVA,HTML and VB
- System Known : FS (UAE Exchange), FOS (Thomas Cook), FACTS (Thomas Cook Al Rostamani) AND ICARE

PERSONAL DETAILS

Date of Birth : 29.08.1981
Nationality : Indian
Passport No : M0133382
Language : English, Hindi,Tamil ,Malayalam
UAE DRIVING LICENSE : 2049562