

Jalal Bin Ali

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PROFESSIONAL SUMMARY

Energetic Dealer- FX & Derivatives with exceptional experience of

12.5+years in providing effective, efficient dealing with flair. Devise optimal schedules and assignments to cover all expected demands. Promoting first-class customer experiences through engaging communication and relationshipbuilding abilities with exceptional table management skills. **Skilled in researching and resolving discrepancies.** Adept at building positive rapport with customers, maintaining professional appearance and upholding strong public image. **Well-coordinated** in managing diverse personnel and maximizing customer satisfaction.

WORK HISTORY

Dealer- FX & Derivatives (Financial Inst. & SME) 10/2013
12/2021 Mashreq bank - UAE

- Responsible for best execution of Foreign Exchange and Derivative.
- Trade in commodities, metals and G10/local FX spots, forwards / swaps.
- Rectify discrepancies in deals reported by the Bank office as well as exceptions and maintain proper files for all deal confirmations summaries.
- Ensured quality experiences by evaluating individual needs and responding effectively and execute the trades for the SME clients.
- Market the Mashreq FX trading platform to Financial Institutions and continue to provide support to existing relationships.
- Proprietary Trading in FX and Commodities for the Bank and trained Staff in UAE and Pakistan for SEME and provide regular market updates to clients.
- SEME and the team huddle board updates.

- Answer client calls and assist them with any of their FX / Commodity queries.
- Collaborated with team members to provide efficient, dynamic, professional service always.

Junior Dealer- FX & Derivatives (Leverage Trading Desk)
07/2011 - 10/2013 Mashreq Bank - UAE

- Ensure all entered deals for FX, Commodities & Futures to be timely and error free and receive stop loss & take profit orders.
- Tracked shipments processing through customs and other agencies and obtained clearances.
- Constantly monitor the market to keep track of calls/orders placed by clients while also noting them down in the internal alert reminder book.
- Reviewed and signed documents on behalf of clients in line with power of attorney limitations and checked the stop limit of all the customers daily and informed the dealers if a customer loss is near their approved limit.
- Placing orders for the Margin & Future clients and covering currencies of the Nostro account.

Office Support (Capital markets) 01/2011 - 07/2011 Mashreq Bank - UAE

- Managed and controlled office supply inventory timely.
- Upload the accounts form in EDMS properly and follow up with CCAM till the accounts are opened.
- Support work such as printing, filing documents, scanning account opening forms and Collecting & Submitting the cheques in banks & Investors Form for the Abu Dhabi securities exchange for the traders.
- Facilitated day-to-day operations, including staff recruitment, public relations and business development.
- Supported organizational activities effectively by managing executive travel itineraries and organizing events.

KPMG 02/2006-12/2007 Kuala Lumpur, Malaysia

- Training Coordinator
- Data Entry
- Processing
- Printing reports
- Coordinate trainings
- Preparation of trainee nomination and course material.

EDUCATION

- Master of Business Administration, 2021
Lincoln University College - Malaysia
- Bachelor of Business Administration, 2013
ASBM University
- Advance Diploma: Multimedia Major in Video Production & Postproduction, 2008 Kuala Lumpur University and College - Malaysia
- Higher Secondary Certificate (HSC): Pre-Engineering, 2004
Government Sirajudulah Science College - Karachi, Pakistan
- Senior Secondary Certificate (SSC), 2002 Happy Folks School - Karachi, Pakistan

SKILLS

- Accurate mental calculations
- Transaction announcements
- Regular practice and discipline
- Good communication Skills
- Manage financial risks
- Developing slide presentations
- Transporting files
- Database organization
- Inventory systems

- Training and development