



SUMMARY

Experienced Banking Professional with more than 5 years of experience in customer service, correspondent banking, and credit analysis. Proven ability to provide excellent customer service, analyze financial data, and manage risk. Seeking a challenging position in a fast-paced environment where I can use my skills and experience to make a significant contribution.

EDUCATION

Akhbar Elyoum Academy

Bachelor's Degree in Business Administration

GPA: 3.7

Class of 2016

Pyramids International Schools

Scientific Mathematics

Class of 2012

SKILLS

- Strong organizational and time-management skills
- Exceptional communication and interpersonal skills
- Ability to work independently and as part of a team
- Detail-oriented and able to handle multiple tasks simultaneously
- Strong analytical thinking

ACHIEVEMENTS

- Successfully managed and nurtured relationships with a portfolio of key correspondent banking clients, resulting in a 15% increase in client retention and a 10% growth in business volume.
- Consistently exceeded sales targets, expanding the client portfolio by 20% through effective cross-selling of banking products and services.
- Provided personalized financial advice to clients, leading to a 25% increase in assets under management (AUM) and a 10% growth in investment products sales.

REFERENCES

- Available Upon Request

PROFESSIONAL EXPERIENCE

Correspondent Banking Specialist

CIB | Oct 2022 - June 2023

- Prepare country and full bank analysis in order to support the portfolio strategy formulation and decision making.
- Create monthly reports regarding exposure and business analysis to help in setting, recommending and reviewing marketing plans for new and existing relationships.
- Assist in managing selective relationships through marketing and relationship management activities to attract more business and impact the bottom-line profitability.

Senior Personal Banker

CIB | June 2020 - Sep 2022

- Effectively manage and analyze full client's portfolio to accomplish maximum exposure and a high level of financial wellness.
- Presenting and selling banking services and products to existing and prospective clients.
- Trained and mentored junior personal bankers, enhancing their product knowledge and sales skills, which contributed to a 15% improvement in branch-wide sales performance.

Senior Universal Teller

CIB | Feb 2018 - May 2020

- Implement clients bank transactions including cash deposit, check withdrawal, money exchange, swifts as well as e-finance in both tax and insurance payments.
- Cross-sell products based on customer potential and needs without affecting their primary work and service standards contributing to the achievement of the branches KPIs.
- reducing transaction times by 25% and improving overall branch efficiency.

Mathematics Teacher

British School in Cairo | Aug 2016 - Feb 2018

- Presenting Cambridge curriculum for mid-school students, prepare study plans and weekly exams to enhance students' academic level and supervision their progress.