

# AHMAD SABER

BANKER

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## PROFILE

A professional senior banker with over 8 years of experience in the branches network. Looking for a vacancy where I can utilize my skills and expertise in contribution to the organization's success, which I believe is key to achieve career development. Renowned as reliable and trustworthy in current role by superiors.

## EXPERIENCE

### **National Bank of Egypt, Ismailia | 2016 - Present**

Banker

Job Description

- Knowledgeable of the products and services, including accounts, loans, investment certificates and companies services.
- Deep experience in trade finance operations.
- Effectively coordinating between departments to facilitate delivering bank's services.
- Conveying bank's products and services to customers that best suit their needs.
- Building long-term relationships and confidence with current and prospective clients as a foundation to promote products and implement cross-selling.
- Answering inquiries and resolving clients' issues in a timely manner.
- Developing knowledge of regulations, bank's procedures, and self-improvement.
- Making good use of every possible opportunity to close a sales deal.
- Paying close attention to details, and adopting a smart effective way in problem solving.
- Responsible for other services which include: clearing checks, transfers, heritages, letters of guarantee, cards services, electronic payments and other services.

### **Piraeus Bank, Ismailia | 2015 - 2016**

Banker

Job Description

- Attracting new clients and increasing bank's client base.
- Managing accounts services, including opening and closing accounts.
- Achieving sales figures of assets and liabilities.
- Recommending services and products that best suit clients' needs both existing and potential.
- Cross-selling banking services and products to existing clients.
- Collaborating with other departments to ensure high-quality service.
- Resolving client queries and complaints.
- Handling administrative tasks such as data entry and filing bank's forms.
- Having awareness of updated working procedures and regulations of bank's practices.
- Having strong knowledge of bank's services and products.

### **INTERNSHIP - National Bank of Egypt, Ismailia | 2012 - 2012**

Banker

Assisted in daily front and back office tasks such as:

- Reply to customer inquiries and requests.
- Handle transfers, account openings, check collections and other daily tasks.
- Advising customers to suitable products and services.

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## EDUCATION

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2009 - 2013      **Bachelor in Commerce**  
*Suez Canal University, Ismailia*

- Graduated with a grade of V. Good
- Studied a diversity of modules including; Accounting, Economics, Law and Business Administration.

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## COURSEWORK

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2023      **PROFESSIONAL RETAIL BANKER**  
*Moody's*

2022      **FINANCIAL ACCOUNTING FOR BUSINESS LENDERS**  
*Moody's*

2020      **OPERATIONAL RISK MANAGEMENT**  
*NBE*

2018      **EMOTIONAL INTELLIGENCE AND COMMUNICATION**  
*Quest*

2015      **BUSINESS ENGLISH AND SOFT SKILLS**  
*New Horizons*

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## LANGUAGES

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• Arabic - Native

• English - Highly Proficient

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## SKILLS

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**Strong communication skills - Knowledge of banking software – Sales and customer service skills - Problem solving skills - Ability to learn quickly – Strong numerical skills**

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## REFERENCES

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References available upon request