



SOHAIL ASGHAR ALI

Branch Manager

My Contacts

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Hard Skills

- Financial Analysis
- Team Management
- Customer Relationship Management
- Banking Operations
- Risk Management

Soft Skills

- Observation
- Decision making
- Communication
- Multi-tasking

Education Background

- **University of Agriculture, Faisalabad, Pak.**

*M. Sc. (Hons) Agriculture,
Soil Science, 2 Years*
Completed in 2005

- **University of Azad Jammu & Kashmir, Muzaffarabad, Pak.**

*B. Sc. (Hons) Agriculture,
4 Years*
Gold Medalist
Completed in 2003

- **Board of Intermediate & Secondary Edu., Gujranwala, Pak.**

F. Sc. Pre-medical
Completed in 1998

About Me

A seasoned and results-driven Bank Manager with a proven track record of leading high-performing teams and achieving strategic financial objectives. Dedicated to delivering exceptional customer service, optimizing operational efficiency, and driving revenue growth within the banking industry. Seeking a challenging managerial role where leadership, financial acumen, and interpersonal skills can be leveraged to drive organizational success and client satisfaction

Professional Experience

Branch Manager

National Bank of Pakistan

2017 – Present

Key responsibilities:

- Overseeing daily branch operations to ensure efficient customer service delivery and adherence to banking regulations.
- Leading and motivating a team of bank staff to achieve sales targets, operational excellence, and customer satisfaction.
- Developing and implementing strategies to attract new customers, retain existing ones, and expand the branch's market share.
- Managing risk by enforcing compliance with regulatory requirements, internal policies, and security protocols.
- Building relationships with local businesses, community organizations, and individuals to enhance the bank's reputation and foster growth opportunities.

Agriculture Finance Officer (AFO)

National Bank of Pakistan

2005–2017

Key responsibilities:

- Evaluating and processing credit applications from farmers and rural communities.
- Conducting thorough assessments of borrowers' financial capabilities and creditworthiness.
- Providing financial guidance and recommendations to farmers, assisting them in adopting modern farming techniques.
- Organizing workshops and educational sessions to educate farmers about the benefits and best practices of modern agriculture.

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Branch Manager

ACHIEVEMENTS:

Academic Awards & Distinctions

- Merit Certificate: for earning a Gold Medal in B.Sc. (Hons) in Agriculture, having achieved first-class first position in my session- 2003
- Fauji Foundation Academic Distinction Award – 2004
- Cash Award from Fauji Foundation, Pakistan-2004
- Nominated for Presidential Award "Izaz-e-Sabqat" (Badge of Distinction) -2004
- Certificate of Merit for being member of University Volleyball Team- 2002

Professional Awards & Distinctions

- Rated as "Outstanding Branch Manager" in Annual performance appraisals consecutively for last 05 years
- Certificate of Achievement for Bancaassurance business, Year-2022
- Certificate of Appreciation for highest MPI's score achiever, Year-2022
- Awarding of incentive on low cost Housing Finance, Year-2021
- Certificate of Appreciation for 4th highest remittance paying branch in Sialkot region, Year-2019
- Certificate of Achievement for Bancaassurance business, Year-2018
- Certificate of Best Performance-2018, for achievement of 1st position (highest profit earned branch)
- Shield of Achievement in recognition of exceptional performance in Bancaassurance business, Year-2017

Professional Trainings and Courses Attained

- 04 week induction course for Agriculture Field Officers (AFO), Year 2005
- One week crash training program on Agriculture Financing by State Bank of Pakistan
- Crop Loan Insurance Scheme in Pakistan by State Bank of Pakistan
- Agriculture Credit & SBP Prudential Regulations by National Bank of Pakistan
- Skill Development of Agriculture Field Officers by National Bank of Pakistan
 - Credit need assessment
 - Communications skills required for successful AFO
 - Planning a field credit program
 - Feedback for Effective Communication
 - How to deliver Impressive Credit Message
- Training on Agriculture Financing by National Bank of Pakistan
- Financial Consumer Protection Framework (FCPF) by National Bank of Pakistan
- NAYA PAKISTAN Low Cost Housing Program by National Bank of Pakistan
- Agriculture Financial Products of NBP by National Bank of Pakistan
- Anti Money Laundering/CFT/CPF Certification program by National Bank of Pakistan
- One day training of Presiding & Assistant Presiding Officers by Election Commission of Pakistan
- Gender Sensitization at the work place.

References:

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