

## PERSONAL INFORMATION



## Muhammad Areeb Qazi

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+971562400148

areeb35@gmail.com

Driving License: 15<sup>th</sup> September 2026

Sex Male | Date of birth 16 Jul 1988 | Nationality Pakistani

## PREFERRED JOB

Corporate On-Boarding And KYC, AML Compliance Analyst, Anti-Money Laundering Specialist, Business Development

## WORK EXPERIENCE

08<sup>th</sup> Nov 2020 – Present

### Team Leader Corporate Relations (International Transactions & FCY)

#### AI Ansari Exchange, Dubai (United Arab Emirates)

##### Customers KYC & On-Boarding:

- Conducting due diligence of clients to identify potential money laundering risks according to UAE Central Bank regulations and guidance
- Analyze customer data to ensure compliance with international AML and KYC regulations
- Ensure PEP checks, UBO/entity adverse media search, KYC updates, and risk classification based on business categories.
- Develop and execute on-boarding and client KYC processes for new and existing customers.

##### Transaction Monitoring:

- Reviewing and analyzing complex financial transactions.
- Analyze complex cases for potential suspicious in line with Central Bank of UAE regulations and FATF recommendations.
- Conduct customer due diligence CDD, enhance due diligence EDD for detecting unusual / suspicious transactions.
- Investigating and documenting potential money laundering cases in line with the UAE AML/CFT laws and regulations.

##### Sanctions Screening:

- Screening and conducting investigations on scenarios against OFAC, AML and regulatory sanctions on PEP's, Criminals, Terrorist/Terrorism, Fraudsters, EMBARGO countries, organizations, vessels and follow Global standards.
- Identifying possible resubmits/true resubmits and cancellation of payments.

##### Business Development:

- Conduct market research to identify prospect areas of new clients.
- Organize meetings with prospective clients to negotiate and close the deal.
- Prepare and deliver appropriate presentations on products and services.
- Build a positive working relation with customers and build customer loyalty.
- Contact escalated cases of customer concerns and unhappy feedback.
- Staying up-to-date on the latest AML/CFT regulations and trends in the UAE and ensuring the organization's AML policies and procedures are compliant and effective
- Supervising a team of 4 staff for corporate customers KYC & On-Boarding, customer due diligence, enhance due diligence, transaction monitoring and sanctions screening

16<sup>th</sup> Jul 2018 – 08<sup>th</sup> Oct 2020

### Corporate Sales Officer (Telecom Sales)

#### AI Deyaa Media Production, Dubai (United Arab Emirates)

- Visiting, meeting, cold calling different customers on daily basis
- Sells products by establishing contact and developing relationships with prospects.
- Maintains relationships with clients by providing support, information, and guidance.
- Prepares reports by collecting, analysing, and summarizing information.
- Coordination with other departments as necessary to facilitate customer satisfaction

9<sup>th</sup> Apr 2017 – 15<sup>th</sup> Jun 2018

**Corporate Sales Officer (Telecom Sales)**  
**AI Fahim Linez, Abu Dhabi (United Arab Emirates)**

- Visiting, meeting, cold calling different customers on daily basis
- Sells products by establishing contact and developing relationships with prospects.
- Maintains relationships with clients by providing support, information, and guidance
- Prepares reports by collecting, analysing, and summarizing information.
- Calling prospective leads and conducting telephonic sales engagements.
- Coordination with other departments as necessary to facilitate customer satisfaction

1<sup>st</sup> Jan 2016 – 14<sup>th</sup> Feb 2017

**Sales Executive (Office Furniture Sales)**  
**Interwood Mobel Pvt. Limited, Karachi (Pakistan)**

- Sells products by establishing and developing relationship with customers.
- Maintains relationships with clients by providing support, information, and guidance.
- Develop project plans, track project deliverables
- Monitor project progress to ensure project complete on time, within budget and as per quality standard
- Manage project execution till closure and acceptance
- Identifying and resolve problems of project personnel
- Maintains liaison with staff, suppliers and contractors.
- Coordinating with Procurement team for lead time and delivery aspects
- Making different analysis reports.

2<sup>nd</sup> Jan 2012 – 29<sup>th</sup> Jul 2015

**Sales Executive (Vehicle Sales)**  
**SBT Japan Co. Ltd., Karachi (Pakistan)**

- Building customer's interest in the vehicles offered by the company.
- Selling used vehicles all over the world
- Preparing shipping schedules, inspections container packing etc.
- Working under pressure while meeting deadlines.
- Providing solutions to customers through LIVE-Chat & other facilities.
- Meeting sales and profitability target set by management and providing after sales services.
- Providing quality sales services.
- Cold calling, managing leads, repeating orders and handling complaints.

**EDUCATION AND TRAINING**  
Oct 2023

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**Certified Anti Money Laundering Specialist**  
Association of Certified Anti-Money Laundering Specialists (USA)

Dec 2011

**Master In Public Administration**  
University Of Karachi, Karachi (Pakistan)

Dec 2010

**Bachelor In Public Administration**  
University Of Karachi, Karachi (Pakistan)

**PERSONAL SKILLS**

language(s)

Urdu, English

Communication skills

- Excellent verbal and written communication skills both in an office environment and with external stakeholders.
- Experienced at giving presentations to large audiences.
- Good telephone manner