

# Adnan Afzal

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## OBJECTIVE

To seek a professional job opportunity with a reputed organization where in my ability and education will be utilized to the maximum level contributing to the success of the organization and self-growth in the company hierarchy.

## EXPERIENCE

### BUSINESS DEVELOPMENT EXECUTIVE

#### WALL STREET EXCHANGE- Dubai 2023 Current.

- Acquire new business and manage relationships with existing clients to ensure continuity of business.
- Present and promote company products and services to current and potential clients more specifically WPS services and devise plan to target the employees for the related remittances services.
- Prepare action plan and schedule to identify specific targets and to project the number of contacts to be made.
- Achieve revenue and number wise target for the assigned area.

### BUSINESS DEVELOPMENT EXECUTIVE

#### LULU INTERNATIONAL EXCHANGE – Dubai ( 2020 -2023)

- Deal with individual retail customers and advise them on various banking and financial products and services offered by the company.
- Addressing customer concerns and complaints.
- Schedule regular meetings with customers to ensure they are satisfied. Set revenue and sales target band work diligently to meet them.
- Maintaining a long term relationship with accounts and maximizing sales opportunities within them Ensure the correct product and services are delivered to customers in a timely manner.
- Processing of salaries under wages protection system and disbursements.



## Career Summary

- visiting companies and converting wps to our company
- Managing customer relationships
- Responsible for handling customer queries and resolving it
- Arrange meeting with clients for better relationships
- Visiting offline camps and conducting marketing about the company products converting potential customers to our company
- Processing of salaries under wages protection system and disbursements.
- reconciliation on daily basis.
- Ensure that the company Anti Money Laundering policies and procedures are strictly adhered as per the guidelines of CBUAE.

## LANGUAGES KNOWN

English  
Urdu  
Punjabi

## LICENCE

**UAE LICENCE : 682482**

## IT & COMPUTER LITERATURE



## PERSONAL INFORMATION

**DATE OF BIRTH** 05-04-1998

**SEX** MALE  
**MARTIAL STATUS** SINGLE  
**NATIONALITY** PAKISTAN  
**VISA STATUS**  
**EMPLOYEMENT**

## COMPUTER SKILLS

DIPLOMA IN COMPUTERISED  
FINANACIAL ACCOUNTIING

TALLY ERP7

**MICROSOFT EXCEL**

**INTERNET APPLICATIONS**

## Interest

Bike riding

✚ Sports ✚

Cooking

✚ Internet Browsing

## PERSONAL STRENGTH

- Strong marketing and communication abilities with focus and dedication in field of work, carrying positive and diplomatic attitude while dealing with customers.
- Has the ability to work with team leading them to achieve the set targets.
- Can work under pressure with full flexibility and patience to achieve the allotted goals and targets.
- Has confident and have capacity to overcome competitors and support to grow my Platform (where I am).
- Ability to learn quickly and having leadership qualities.

## ACADEMIC QUALIFICATIONS

### BACHELOR

Bachelor in English  
BZU University

### HIGHER SECONDARY EXAMINATION

Govt School sahiwal

### SECONDARY SCHOOL LEAVING CERTIFICATE

Govt school sahiwal

I hereby assure that the above information furnished by me is true & correct to the best of my knowledge. I hope that the above mentioned particulars will meet your requirements and if given a chance to prove myself I assure you that I will do the best to fulfill company's adjectives

**ADNAN AFZAL**