



FARAZ KHAN

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Building 17, street 922, Zone 45, Old Airport, Doha Qatar

Skills

- Sales & Marketing
- Pressure Handling
- Team Player
- Good Communication
- Multi Tasking
- Self Motivation
- Account Management
- Active Listening
- Negotiation and collaboration
- Resilience

Objective

Experienced professional with a strong background in banking sales and accounting. Known for achieving sales targets and maintaining financial accuracy. Seeking a position where I can utilize my expertise in both sales and accounting to drive profitability and ensure financial integrity.

Experience

- Smart Union Commercial Brokerage LLC

Relationship Officer

October 2023 - May 2024

 - Successfully promoted and sold loan and credit card products on behalf of Mashreq Bank as a Relationship Officer with Smart Union in Dubai. Developed and maintained strong client relationships, resulting in increased customer loyalty and repeat business.
 - Consistently exceeded sales targets by leveraging comprehensive knowledge of banking products and services.
 - Collaborated effectively with team members to streamline sales processes and enhance customer experience.
 - Contributed to the growth and success of the sales team through proactive participation in training programs and sharing best practices.
- Habib Bank Limited Pakistan

Sales Executive

February 2020 - September 2023

 - Assessing loan applications and facilitating approvals.
 - Conducted financial analysis, managed loan portfolios, and minimized delinquency rates.
 - Provided personalized financial guidance and expanded loan portfolio. Collaborated with teams to streamline processes and ensure compliance.
 - Stayed updated on industry trends and regulatory changes through training programs.

Aziz Builder & Developers

Real Estate Agent

- ☐ Facilitating property transactions and client relationships.
- ☐ Successfully marketed residential and commercial properties, conducting
- ☐ Maintained knowledge of local market trends, providing exceptional customer agency growth.

The Construction

Accountant

- ☐ Responsible for managing financial records and transactions
- ☐ Oversaw accounts payable and receivable processes, ensuring timely payments
- ☐ Prepared financial statements, budgets, and forecasts for company performance making
- ☐ Collaborated with project managers and stakeholders to monitor project expenses

Education

University Of Azad Jammu & Kashmir

Bachelor of Science

Mirpur Board of Secondary Education

Introduction to Commerce (I.COM)