



NOMAN ANWAR

**BUSINESS DEVELOPMENT
MANAGER | MARKETING
EXECUTIVE**

CAREER SYNOPSIS

Results-oriented and accomplished Business Development Officer with a proven track record of identifying and capitalizing on business growth opportunities and optimizing revenue generation. Possessing a strong work ethic, and the capacity to excel in high-pressure environments, Noman is actively seeking a Business Development Officer role with a progressive organization.

CONTACT

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EDUCATION

Punjab University, Pakistan

B.A - Bachelors of Arts

Govt. College Okara , Pakistan

F.A (Higher Secondary Education)

COTHM ,Pakistan

Diploma in Culinary Arts (2013-2014)

AVARI International Hotel, Pakistan

Certificate-Internship

WORK EXPERIENCE

Finance House UAE - Business Development Manager

March 2025 - Present

- Identifying potential clients through various channels, including networking, LinkedIn, cold outreach, and inbound inquiries.
- Interact with clients and respond to important inquiries about the company's products or services
- Promote the company's products or services to prospective clients
- Contacting potential clients to establish a business relationship and meet with them
- Developing quotes and proposals for prospective clients
- Attracting and onboarding new clients (employers) to the WPS system.
- Educating clients about the benefits of WPS and how it aligns with their business needs.
- Managing the implementation of WPS within client organizations.
- Developing and maintaining relationships with key stakeholders in the WPS ecosystem.
- Ensuring compliance with WPS regulations and guidelines.

Joyalukkas Exchange UAE - Assistant Branch Manager

January 2024– March 2025

- Monitoring day to day branch transactions in absence of Branch Manager.
- Present & promote company services to current and potential clients more specifically the **WPS** services and plans to target the employees for the related remittance services.
- Acquire new customers from the market and retain the existing customers.

- Assist customers with document WPS registration, ensuring compliance with relevant regulations and guidelines.
- Resolve any WPS registration-related issues in a timely and efficient manner.
- Update competition rates, daily marketing activity report, and monthly performance report to the line manager in the prescribed formats.
- Carry out routine checks on all tills to ensure the system and physical cash amounts tally.
- Provide fast, excellent and error free remittance services (Demand draft, Telex transfer, western union transfer Cash express etc.)
- Supervising branch operations as per compliance regulation.
- Buying and selling foreign currencies from walking customers on a regular basis and from other exchange houses or financial institutions whenever the situation demands.
- Arranging training sessions for newly appointed staff.

Joyalukkas Exchange UAE - Customer Service Executive/Teller
March 2019–December 2023

- Providing fast, efficient and error free remittance service to different countries.
- Handling WPS registration Procedures and assisting clients on processing their salary.
- Processing Western Union Transactions
- Handling customer enquiries, complaints, following up with them by providing accurate information to ensure resolution of products/services and maintain customer satisfaction in each stage.
- Consistently receive positive feedback from customers and create business by developing long term relationship with customers
- Preparing daily progress reports.
- Trained new employees regarding money exchange procedures and cash drawer handling.

SKILLS

