

FARHAN SALIM

Location : North Nazimabad, Karachi, Pakistan.
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Date of Birth: October 17th, 1984

Valid Driving License UAE

Languages: English, Urdu, Punjabi & Arabic (Basic)



Having leadership qualities to work as a leader in any prestigious organization to lead the team with slogan (Top together & it's up to us). Would like to utilize my expertise and skills to add value in the progress and development of organization.

Key Skills

ATMS Monitoring

Customer Relationships

Management Information System (MIS)

Disputes Management

Detection and Authorization

Fraud Prevention

Finance operations

Accounts Reconciliation/ Accounting Entries

Carouds Management

Cheques Management

Credit/Debits Monitoring

Review online EDC Registration

Experience:

REX D (Global Japanese Car Exporters)

Sep 2022 Till Now

Key Accounts Executive



- Develop strategic relationships with key accounts
- Working with the assigned clients, develop a robust pipeline of high quality prospects, demand generation and effectively communicate, report, track and manage sales pipelines
- Maintain a good relationship with the clients and stay in close contact to discuss their requirements
- Overall responsibility for account management and activities supporting the business leads. Playing an integral role in new business pitches and hold responsibility for the effective on-boarding of new clients.
- Identify new potential customers
- Increase account volume along with profitability and explore new business prospects while staying within a set budget.
- Ensure budget and time requirements are met, Stay up-to-date with new features and product & market knowledge
- To ensure a timely response to detected problems, develop relationships between the organization and the client by paying attention to the specifics. Establish best practices. Monitor and report on sales performance analytics, Suggest innovative ideas to increase sales and improve customer experience, Other tasks given by the company from time to time.

JAGAH ONLINE.COM

Mar 2022 to August 2022

Assistant Manager



- Dealing all type of property Bahria town and all Karachi.
- **Planning** for future **development** in line with strategic **business** objectives.
- Professionally motivate my team and training and development on daily basis.
- Market analysis also competitor of other project knowledge.
- Providing guidance and assisting sellers and buyers in marketing and purchasing property for the right price under the best terms.
- Performing comparative market analysis to estimate properties' value.
- Maintain and update listings of available properties.
- Investigate clients' financial and credit status to determine eligibility for financing.

Operations Supervisor

(ATM’s Recon & Settlement) KEY RESPONSIBILITIES:

- Monitoring around / above 790 ATMS machine in all over UAE
- Responsible to generate MIS reports as per all ATM Cash Dispense ,Monitor and update the Replenishment schedule of ATMs on monthly basis ,Focus on task of Cash filling upon having reports from Servicing Agency.
- Controlling and verifying each transaction & balancing the G/L with Journal of Each ATMs.Reporting to officer for all GL difference for both ADIB & Switch Customers , Responsible to coordinate with Agency for shortage & Excess reports created by them ,Responsible to check CCDM ATMS reports & Post all in Banking Application Software
- Investigate Customer’s disputes & Central Bank Queries on region level ,Post the balancing Voucher & Switch customers in the PHOENIX. Prepare Vouchers including Bill Retracts & GL overages & Shortages on region level
- Monitor daily TG SLAs and Report Violations to CAO Team and TG Operations • Receiving Captured Cards from All ATMs including NON-ADIB Customers • Dispatched the captured ATMs Card to Customer’s Branch.

Faysal bank

June 2006 to Nov 2007



Operational Executive

Consumer Finance KEY RESPONSIBILITIES:

- Controlling operational procedure from preparing credit proposal for top management including in-depth financial analysis till final disbursement
- Responsible for Customer services, Account Opening, KYC (Know your customer) & Accounts statement
- Maintain records of Lease receivables / Rental recovery

Education:

Bachelors of Commerce (B.Com)

2007-2009

University of Karachi - Pakistan

Majors Subjects:

- Principle of Accounting Advance Accounting
- Business Organization Business Communication

Telecommunication (D.A.E)

Govt. Saif-e Eide Zahabi Institute of Technology – Sindh Board

2007-2010

Achievements:

- Got Promotion from in 2012
- Got Promotion from in 2011
- Best Performer award in Faysal Bank from GM
- **Certificate of Call Center Course**

Training Program:

- Attend Training session “**Leadership/Lead**” from April 14th till April 18, 2014 in Abu Dhabi (UAE) Attend Training Session “**Time Management**” from Nov 13th, 2013 till April 15th, 2013 in Dubai (UAE).
- Attend Training session “**SYMBOLS**” Banking Software.
- Attend Training Session “**Leasing & Installment Management System**” **Skills:**
- Team Player Leadership Qualities Hardworking Adaptable Trustworthy Quick Learner
- **MS Office**, Internet tools, Searching skill.

References : will be furnished upon request.