



# OWAIS BASHIR

PBO(Personal Banking Officer)

## Profile

- Experienced banker with good Knowledge of Islamic Banking analytical skills as well as a devotion to customer service. Maintained 90% satisfaction rate from banking customers for 10 months straight. Proposed changes to account opening procedures and Islamic mode of finance to the Customers for example car Ijara Consumer Ease
- Dedicated sales professional with demonstrated leadership skills aimed at exceeding sales goals. Proven success in managing sales campaigns to increase customer base and boost profits. Well-organized with great attention to detail aimed at executing sales programs in conjunction with set company directive

## Employment History

PBO(personal Banking Officer) at Meezan Bank , KOHAT  
Aug, 2021-2022 July

- Advise customers on bank services for their needs
- Manage customer bank accounts; open, close and oversee transactions
- Resolve issues with banking services and accounts
- Refer clients to inhouse financial experts, as needed
- Reach out to potential customers to generate new business
- Present financial products and services to existing and prospective customers
- Perform administrative duties (e.g. entering data into banking software)

Jun 2022 - Jun 2022

TSM(Territory Sales Manager) at Al Buraq Foods, BANNU  
Jan, 2021- Aug, 2021

- Traveling throughout an assigned territory to train and guide company sales representatives.

- Maintaining solid working relationships with customers by ensuring that their needs are met and resolving complaints in a timely manner.
- Continually meeting or exceeding sales targets by persuading customers within an assigned territory to purchase company products and services.
- Analyzing sales and marketing data to determine the most effective sales and marketing techniques.
- Developing innovative sales strategies to increase sales within an assigned territory.
- Conducting surveys to better understand customer needs. Motivating Sales Representatives to achieve sales quotas and evaluating their performance based on their ability or inability to achieve sales quotas.
- Monitoring competitors' sales activity within an assigned territory. Jun 2022 - Jun 2022

## Education

BBA(HONS) Marketing at KUST(Kohat University Of Science And Technology , KOHAT sep, 2013 - sep, 2017  
MA(English) at University Of Lucky Marwat , karak

Jun, 2021 - Feb, 2022

Details [awaiskhn56@mail.com](mailto:awaiskhn56@mail.com)

03325714930

HOUSE 17 SECTOR D3 KDA KOHAT

## Skills

MS Office

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Video Editing

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Power Point

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Ms Excel

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## Languages

Urdu

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English

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Pashtu

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## Hobbies

Cricket

Bike Riding

Hiking

History