

Imran Alam Khan Swati

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📍 House No 26/9A Aziz Bhatti road Habibullah Colony, 22010 Abbottabad

Profile

Seeking a challenging position in a dynamic organization to get more exposure and growth opportunities to enhance skills and knowledge base. To play positive and active role for upholding the society and the related individuals. Business-driven always finding successful ways to acquire new clients and foster lucrative relationships. A determined leader with over number of years assisting clients with financial planning processes and assessing financial data. Offering dynamic collaboration and decision-making skills. Focused on business opportunities by delivering exemplary service through understanding of each client's individual needs. A respectful and respected professional with exceptional knowledge regarding risk management. Seeking a new position with a great organization.

Education

BBA: Finance	Sep 2010 – Aug 2014
Hazara University, Mansehra	
HSSC: Pre –Engineering	Mar 2009 – May 2010
Gandhara Public School & College, Abbottabad	
SSC: Science	Mar 2007 – May 2008
Pakistan International Public School & Collage, Abbottabad	

Employment History

Branch Manager	Dec 2021 – Apr 2023
MCB ISLAMIC BANK LTD, Mansehra	
New to Bank (NTB), Deposit Mobilization, Cross sell, Customer Services ,market new business for bank and makes sales strategy for business team to achieve branch targets and gain maximum profit for bank.	
Relationship Manager	Sep 2019 – Dec 2021
ASKARI BANK LTD, Abbottabad	

Personal details

Date of birth
May 1, 1992

Gender
Male

Nationality
Pakistani

Civil status
Married

Skills

MS Office
MS Windows
Internet Browsing
communicating
Quick learner
decision making skills
Hardworking
devoted
Relationship building
determined
collaboration

Languages

English
Urdu
Hindko
Pashto

Used effective sales strategies to Convince clients to accept proposals, generating cross sell leads, resulting in increase of more than numbers in new business per year, Achieved goals for sale of bank products and services and exceeded performance metrics for customer service. Also supported in Operations work like account opening, Account screening, AML alerts, maintaining branch service quality and complaint handling etc.

Relationship Manager

Dec 2017 – May 2019

HABIB BANK LTD, Abbottabad

Communicated regularly with clients to understand needs, evaluate current product use and cross-sell new products. Built and maintained relationships with new and existing clients while providing high level of expertise.

Relationship Manager

Nov 2015 – Nov 2017

UNITED BANK LTD, Abbottabad

Deposit mobilization (Current & Core), Credit Cards, Drives& Mutual Funds, maintenance of the Service Quality. Providing professional advice to the clients and prospect customers. Assisted customers with needs such as opening accounts, depositing or transferring funds, updating account details and signing up for new services.

Developed Time frame summaries to assess each client's participation level and determine targets for follow-up plans.

Business Development Officer

Feb 2015 – Aug 2015

MEEZAN BANK LTD, Abbottabad

Responsibilities included: New to Bank (NTB), Deposit Mobilization, and Customer Services. Contacted clients to verify account Information and maintain accuracy, resulting in Number increase in client satisfaction. Maintained account information accuracy by communicating frequently with account executives.

Hobbies

- Football
- Gym
- Cricket
- web surfing

Certificates / Awards

Retail Banking Officer Training Program (UBL)	Nov 2015
Aspire Retail RM Certification (HBL)	Feb 2018
Best employee Award SEP 2022 (MCB Islamic Bank Ltd)	Sep 2022

References

Will be provided on demand