



# Mohammad Zubair Ali

*Experienced Banking / Business Development / Customer Services Professional!*

## PROFESSIONAL PROFILE

Having diverse working experience in different industries back home, mostly from the fields of financial institutions, customer services industry, business development sector, insurance and financial managements, marketing, branding and also a touch of print media editorial experience.

### Academic Internships:

#### **Sub-Editor, English**

Daily News, Jang Group of Companies

#### **Marketing Officer**

Adamjee Managements (Pvt) Ltd.

### Professional Experience:

#### **Marketing Executive, 2 years**

**Adamjee Managements (Pvt) Ltd.**

- Handling B2B quires.
- Preparing reports, managing portfolio.

#### **Relationship Officer, 1.5 years**

**United Bank Ltd.**

- On boarding new clients.
- Deepening existing portfolio.

#### **Relationship Manager, 3 years**

**United Bank Ltd.**

- Portfolio management.
- Funds management, broadening customer base. Facilitating clients with best possible financial solution.
- Selling insurance and wealth management.

#### **Relationship Manager, 1 year**

**Faysal Bank Ltd.**

- Portfolio development, Islamic banking products selling and create awareness about Islamic banking.
- Selling takaful, ijarah and various other Islamic consumer banking products.
- Marinating healthy customer relationship.

## ACADEMIC PROFILE

### **Masters of Business Administration, (MBA) - 2015**

Advertisement & Media Management, (AMM)  
Institute of Business Management (IoBM), Karachi, Pakistan



**INSTITUTE OF BUSINESS MANAGEMENT**

### **Bachelors of Business Administration, (BBA) - 2012**

Marketing –Bahria University, Karachi Campus, Pakistan.



**Bahria University**  
Discovering Knowledge

## AWARDS & ACHIEVEMENTS

*"Three (3) Academic Excellence Awards for Matriculation, Graduation & Masters, Dhoraji Youth Services Foundation, (DYSF), Pakistan."*

## PASSION STATEMENT

Communication comes to me naturally, challenges motivate me, diversity ignites my potential. Hence I am determined to bridge the gap between my passion and profession. Although, all my experience comes from my home country, but having diverse exposure in different fields I do foresee myself becoming value addition to the organization I join, most preferably from the fields of banking, business development, customer services, hospitality and FMCG industry

### PHONE

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### D.O.B

06-Oct-1988

### NATIONALITY / RELEGION

Pakistani / Muslim

### LANGUAGES

English & Urdu

## TECHNICAL SKILLS

