



## Mohammed Sameer Abdul Azeez

### PERSONAL SUMMARY

Maintain complete relationship record for assigned customer accounts to grow a client portfolio that focuses mainly on financial products like Foreign Exchange, Investment, Savings, Liabilities, Digitalization, Operations, Sales & Services.

#### Career history

##### Mashreq Bank



#### Foreign Exchange advisor -

Sep 2021 to oct 2022

Performance-driven and hard-working foreign exchange advisor with proven track record. Identifying foreign exchange transactions & their corresponding impact on business performance.

#### Duties:

- Executed customers transactions with 100% rate accuracy and providing exemplary sales & services, helping to ensure customer leaves the branch with a lasting positive impression.
- Getting all international and local payments cleared from Compliance & AML sanctions via swift communication.
- Opening G10 accounts to use foreign exchange services for new and existing customers to increase number of new accounts for exchange.
- Anticipating and making customer feel safe, answering pertinent questions and promoting bank's services.

### AREA OF EXPERTISE

- *Forex.*
- *Neo banking.*
- *Digital banking*
- *Internal controls.*
- *AML & Sanctions.*
- *KYC & Compliance.*
- *Business acquisition.*
- *Mortgage leasing service.*
- *Customer-focused Service.*
- *Retention & Risk management.*
- *Operations & Sales coordination.*

### CERTICATIONS

- *Diploma in Computer Application.*
- *Marketing management.*
- *Data entry operator.*

##### Mashreq Bank



#### Virtual Relationship Manager -

Feb 2019 to Aug 2021

Engage with customers to solve any business or technical challenges that they face on timely manner to notify sales team for new sales and cross-selling opportunities.

#### Duties:

- Maintain and manage regular contact with customers to ensure Client Due Diligence along with Investment Profile is in progress and show any changes in background accordingly.
- Maintaining the existing client relationships to identify new business opportunities and working together with other departments in bank to provide excellent services.
- Educated clients on available technological tools, enabling the development & implementation of solutions to achieve personal financial goals.

### KEY COMPETENCIES

- *Ms office*
- *Experience in CRM systems.*
- *Time management & Communication skills*

## ACADEMIC QUALIFICATION

- *BBM from Mysore university.*

## Mashreq Bank



**Neo Banking Business Development Officer** Jan 2018 to Feb 2019

Ensured that digitalized strategies were implemented in Neo banking for KYC, AML, Compliance, Sanctions, Operations and Casa on boarding.

### Duties:

- Performed the required Compliance, KYC screenings for new and existing customers. Documenting the information obtained from client's as required by compliance procedures
- Coordinating with compliance team for e FRMU, E NAME, AML & Sanction's checker referrals for on boarding and existing customers.
- Responsible for handling the complete process of clearing Cheque, Inward & Outward remittance relevant transactions digitally.

## LANGUAGES KNOWN

*English, Hindi, Urdu,  
Malayalam, Tamil &  
Kannada*

## PERSONAL DETAILS

*Mohammed Sameer A*

*Flat # 202 Al Masoma-  
building Horlanz  
Deira Dubai*

*DOB: 05/08/1992*

*Nationality: Indian*

*Mobile : 0502916230*

*Email:  
sameermohammed130@  
g mail.com*

## Mashreq Bank



**Senior Personal Banking Advisor**

**Dec 2015 to Dec 2017**

Worked with personal and premium banking teams for multiple projects like KYC, internal controls, sales coordinator & operations.

### Duties:

- Ensure that evidence of each customer's identity is collected in accordance with KYC due diligence for Personal banking & Business banking customer's.
- Responsible for detecting and eliminating fraud and ensuring compliance relevant regulations.
- Coordinating with sales team by managing schedules, filling important documents as per the SOP.

## Mashreq Bank



**Personal Banking Advisor**

**Nov 2014 to Dec 2015**

Advising customers on consumer banking services and handling complaints & inquiry's with regards to AML, Compliance & Sanctions.

### Duties:

- Responsible for detecting and eliminating AML transactions ensuring compliance relevant regulations been followed in this process.
  - Pre qualifying and generating new leads on various banking products and assigning them to concerned department..
  - Responsible for customer life cycle management including activation, engagement and retention; & various other tactical campaigns.
-