

NAVEED QAZI

Professional Experience

10.2014 – 08.2024

Senior Relationship Manager

Standard Chartered Bank (Pakistan) Limited

Acquire Clients: Attract high-net-worth clients.

Servicing: Handle requests and dormancy.

Cross-Sell: Offer relevant products.

Wealth Management: Add clients to wealth services.

Digital Banking: Encourage digital use.

Lead Conversion: Convert leads into clients.

Client Contact: Maintain regular interactions.

Experience: Enhance client journey.

03.2013 – 09.2014

Privilege Relationship Manager

MCB Bank – Lahore, Pakistan

Personalized Banking: Serve branch customers with tailored solutions.

Deposit & Loans: Manage CASA, TDR, auto loans, and insurance.

Investments: Provide investment services.

10.2010 – 02.2013

Sales Manager

MCB Bank

Coordinate with Leaders: Collaborate on credit card applications.

Lead Sales Team: Oversee 50+ Team Managers.

Sales Briefings & Training: Conduct regular briefings and training.

Bulk Deals: Focus on group company deals.

Regional Sales Manager

MCB Bank

Manage Sales Team: Lead area managers, group leaders, and sales officers.

Achieve Targets: Meet regional sales goals.

01.2006 – 01.2007

Sales Manager

MCB Bank – Lahore, Pakistan

Top Performer: Led successful MCB credit card launch.

Team Success: Guided team to promotions and higher positions.

Career Advancement: Promoted to RSM for outstanding performance.

1.2005 – 10.2006

Team Leader (Sales Manager)

Standard Chartered Bank – Faisalabad & Lahore Pakistan

Monitor Sales Team: Ensure target achievement.

Follow Strategy: Adhere to sales procedures and guidelines.

11.2003 – 12.2004

Relationship Officer / Branch Representative

Union Bank Ltd – Lahore, Pakistan

Manage Products: Handle Credit Cards, Charge Cards, and Ready Cash.

Accomplishments

Best Sales Manager: Awarded for credit card sales, 2007.

Successful Launch: Credit card business in Faisalabad, Pakistan.

Top National Performer: Achieved 61% approval ratio in credit card sales.

Best Mortgage Performer: 2015.

Top in Wealth & Bancassurance: Regular premium, 2021.

Contact

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Email

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Visa Status: Own Visa

Driving License: UAE and International Driving License

Address

Lahore, Pakistan

Education

Bachelor of Arts

Punjab University

01–2001

01.2008 – 10.2010

Intermediate–F.sc, Lahore Board

01.1997

Matriculation, Lahore Board

01.1995

Skills

- Customer Service
- Product knowledge
- Business development
- Salesforce
- Territory management
- Upselling
- Salesforce CRM
- Sales and marketing strategy
- Mutual funds
- Investment planning

Language

- English
- Urdu