



PROFILE

I am seeking opportunities to join a company that can help me in enhancing my experience and skills, strengthen my knowledge and realize my potential. I am willing to explore a wide variety of opportunities that can help me gain perspective.

PERSONAL INFORMATION

Date of Birth:
26/04/1995

Nationality:
Jordanian

Address:
Amman, Jordan

CONTACT

PHONE:
+962-799314388

EMAIL:
Moh_1995@hotmail.com

MOHAMMAD BAKIR

WORK EXPERIENCE

ACY Securities – Account Manager

August, 2023 – Current

- Ensuring adequate satisfaction of my clients by making successful transactions.
- Operating as the lead point of contact for any and all matters specific to your accounts.
- Building and maintaining strong, long-lasting customer relationships.
- Overseeing customer account management, including negotiating contracts and agreements to maximize profit.

Zain Jordan Sister Company – Outdoor Sales (SME's and SOHO's)

April, 2023 – July, 2023

- Handling all outdoor activities within the assigned category and accounts.
- Ensuring quality and consistency of product and service delivery.
- Generating new SME's through Door to Door activities.
- Building up relationships with key clients in order to achieve the pre-set target.

Invest Bank - Relationship Officer

June, 2022 – January, 2023

- Matching bank products with clients' needs.
- Meeting interested clients and providing them with the necessary information to help them making best financial decisions.
- Strategizing & implementing ways to achieve sales targets

- Assist in the preparation and organizing of promotional material and events.

Capital Bank - Sales Coordinator

October,2020 – March,2021

- Analyzing the needed financial documents and assessing the clients' creditworthiness.
- Calculating and analyzing the risk ratios of clients based on their credit score and financial history.
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- Ensuring that loan applications are in line with the company's financial policies, as well as state laws and regulations.

Capital Bank - Personal / Sales Advisor

January,2020 – September,2020

- Selling of banking products to retail clients such as Credit Cards, Mortgage, Loans, Bancassurance or all of these.
- Help customers make investments and assess their credit options.
- Prospecting and identifying new leads and pitching to the clients.
- Strategizing & implementing ways to achieve sales targets.

EDUCATION

Bachelor's Degree in Accounting

Amman Al Ahliyya University
2019

SKILLS

- Strong communication, interpersonal, and negotiation skills.
- A willingness to accept responsibility.
- The ability to build strategic relationships with colleagues.
- An experience of functioning in pressurized environment
- Quick learner with analytical and positive thinking.
- Computer skills (MS Office programs).

LANGUAGES

- Arabic: Native.
- English: Very good.