

OMAR AHMED ALI MOHAMED GOODA

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Education

2001-2005	Bachelor degree BSC, with a good degree in third and fourth Year, faculty of commerce English department major accounting Alexandria university.
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Objective

- To obtain a suitable position in a well-established organization where my academic background, skills and personal qualifications are best utilized and where I can have the opportunity to develop my skills.

Relevant experience

April 2017 Till Now	Unit Sales Manager at Libano – Suisse Takaful Egypt. (Alexandria Branch.) Job description : <ul style="list-style-type: none">• Hiring direct sales• Give all new employees a well training for Company Policy and System.• Sales and marketing with new staff in the field is a must.• Meet personal/branch sales targets and call handling quotas• Cross Selling for all products• Achieving area sales target spot potential customers and acquire new business to the unit.
Jan 2016 Till Dec 2016	Unit Sales Manager at Abu Dhabi Islamic Bank (ADIB, Dubai, UAE) Job description : <ul style="list-style-type: none">• Hiring direct sales• Meet personal/branch sales targets (Home loan – Auto Loan - Personal loan – CASA – Credit Card – Insurance "BANCA") and call handling quotas• Cross Selling for all products.• Achieving area sales target spot potential customers and acquire new business to the unit.

<p>Oct 2014 Till Nov 2015</p>	<p>Senior Customer Service Officer at Union National Bank (UNB, ABU DHABI, UAE)</p> <p>Job description :</p> <ul style="list-style-type: none"> • Handling branch portfolio management and ensuring revenue growth for both assets & liability products. • Maintaining close relationship directly with SME clients by managing transactions/credit requirement and monthly visits by staff to minimize & define risk. • Complete complex money-related transactions • Cross Selling for all products. • Self-Audit report and Daily, Weekly Balance report.
<p>June 2012 Till Sep 2014</p>	<p>Assistant Team Leader at Mashreq Bank (ABU DHABI, UAE)</p> <p>Job description :</p> <ul style="list-style-type: none"> • Achieving target through getting new customers to the bank • Sell all banking products and services (Credit card – Personal loan – Revolving over draft – CASA – Listing new companies – Easy cash & Balance transfer)
<p>June 2011 Till May 2012</p>	<p>Unit Sales Manager Citi Bank, Egypt.</p> <p>Job description :</p> <ul style="list-style-type: none"> • Hiring direct sales • Achieving area sales target spot potential customers and acquire new business to the unit.
<p>June 2009 Till June 2011</p>	<p>Personal Banking Advisor _ C I B (commercial international bank of Egypt).</p> <p>Job description :</p> <ul style="list-style-type: none"> • Verify new customer account opening documentation and take the necessary actions to ensure prospective customer and properly checked according to the bank policies and regulations • Providing full service to the customers. • Achieving target according to the policy.
<p>February 2008 Till June 2009</p>	<p>Direct sales _ Barclay's bank (InRetail Banking, Credit Card Department as a Senior Leads Generator).</p> <ul style="list-style-type: none"> • Practiced and acquired negotiation skills through dealing with customers.
<p>Oct 2006 Till Jan 2008</p>	<p>EABC (Egyptian American Book Center) In Sales Department as a Sales Manager.</p>

Sep 2005 Till Sep 2006	Bio Tec Company In Financial Department as an Accountant.
Summer 2004	NSGB (National Societé General Bank) As Training In operation Department.
Summer 2003	ANSDK (Alexandria National Iron & steel Co. S.A.E) As training on the field of Iron & steel – financial Division.

Profile

- Ambitious and goal oriented individual has Good presentation and negotiation skills.
- Has the ability to set and achieve goals, easily Adapted to different modes and fields.
- Well interested in achieving the target work in the target time without deviation.
- Gain rapid credibility and respect of my team and colleagues through the organization and senior management.
- Strong consumer understanding and insight that can be leveraged in the product.
- Strong technical abilities.
- Strong written and oral communication skills.

Languages

Arabic	Native
English	Excellent command of both written and spoken
Spanish	Fair

Computer skills

Operating System	T 24, ORACAL, VECTUS, FINNONE, PRIME and HUMMINGBIRD
Applications	Microsoft Office
Internet	Good dealing with social media applications.

Personal Information

Date of birth:	27 /12/ 1984
Marital status	Married
Nationality	Egyptian
Military Status	Exempted

- Shariaah Certificate from Egyptian Central Bank.
- MicrosoftWindows 2000 Network & Operating System Essentials.
- Implementing Microsoft Windows 2000 Professional & Server.
- ICDL.
- English Language Certificate from Eastern Mediterranean University.
- Spanish Language in Spanish Culture Center.
- Antimony Laundry in Egyptian Banking Institute.
- Digital Marketing Diploma In Arab Academy for Science & Technology
- Graphics Diploma (Photoshop & Illustrator)

**** Reference available upon request.**

****referral Mr. Ahmed El Faramawy: 002 010 01 777 571 ** CIB , Egypt**

****referral Mr. Mohamed Hassan : 002 010 03 444 510 ** CITI Bank , Egypt**

****referral Mr. Kiran Suvarna : 00971 55 55 341 59 ** Mashreq Bank, UAE**

****referral Mr. Mohamed ALHassan : 00971 50 111 42 60 ** UNB Bank, UAE**

****referral Mr. Tamer Khamis : 00971 50 802 44 65 ** ADIB, UAE.**

****referral Mr. MoustafaShabayek : 002 012 22 85 43 88 ** LSTE, Egypt**