





Mohammad Rashid


About me

An energetic driven and highly motivated professional who has a strong desire to succeed and who possesses the ability to positive working relationship with customers.

CONTACT DETAILS

 arasheed1005@gmail.com

 +971528002421

 Abu Dhab, United Arab Emirates

Date of birth: 10. 5. 1964

SKILLS

Customer service

Customer satisfaction

Direct Sales

Senior Management

Underwriting

Supervision

Business Development

Microsoft Office

Data Operation

Microsoft Excel

Microsoft Word

LANGUAGES

English - Proficiency (C2)

INTERESTS OR HOBBIES

In my free time, I enjoy playing Cricket, watching Moves and listing Music.

DRIVING LICENSE

B

ADDITIONAL INFORMATION

Additional Languages

Urdu

Hindi

Punjabi

Work experience

MAR 2023 - Currently

Motor Insurance Underwriter

Middle East Insurance Brokers, Abu Dhab, United Arab Emirates

- Examining Insurance proposals.
- Working with other professionals to collect background information.
- Analyzing statistical data using specialist computer packages to assess
- risks (events that could lead to an insurance claim).
- Making decisions about whether and how a person or organization can be insured.
- Writing quotes and negotiating the terms with Insurance companies and
- clients.
- Determining premiums, making sure that they are competitive for both
- customers and the insurance company.
- Preparing insurance policy terms and conditions.
- Maintaining customer records.

APR 2022 - FEB 2023

Relationship Officer

Markai Commercial Brokers, Abu Dhabi, United Arab Emirates

- Sourcing business opportunities and developing the organizational target and networking
- with market to grab.
- Performing as key contact for customer relationships under Banker guidance,
- To provide clients with an outstanding service proposition based on professional
- relationship management and outstanding service, adhering to global service standards.
- Sourcing new customers for cards, loan, salary account.
- Achieve the agreed individual sales targets build and maintain effective business
- relationship with customer.
- Provide ongoing customer/market feedback to Team Leader to improve business.
- Understand the customer business to recommend the suitable product.
- Organizing direct sales

MAR 2004 - NOV 2020

Insurance Underwriter

Al Ain Ahilia Insurance Company, Abu Dhabi, United Arab Emirates

- Issuing of Motor underwriting policies.
- Assisting customers on renewing, claiming and opening insurance policy accounts.

- Preparing quotations and tenders for Motor Insurance.
- Compiling and filling records of insurance policies of individuals and business organizations.
- Meet and exceed monthly and annual sales target objectives.
- Attending to details to ensure nothing slips through the cracks.

Education

APR 1988 - APR 1990

Arts

English and Education

Punjab University, Lahore, Pakistan

Bachelor of Arts