



# MOHAMMED ASHARUDEEN.P

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DUBAI , UAE

## SUMMARY

Responsible Relationship Officer, passionate about delivering outstanding quality and service. Productive employee with proven track record of successful project management and producing quality outcomes through leadership and team motivation. Works with clients to determine requirements and provide excellent service.

## PERSONAL DETAILS

- Date of Birth : 26-12-1991
- Gender : Male
- Nationality : Indian
- Marital Status : Married

## SKILLS

- Balance Sheet Analysis
- Customer Retention Strategies
- New Business Development
- Client Communication
- Sales and Marketing Strategy
- Market Research
- Data Analytics
- Market Research Expertise
- Correspondent Banking

## LANGUAGES KNOWN

- English
- Hindi
- Arabic
- Malayalam

## LICENSE DETAILS

- UAE LICENSE

## EXPERIENCE

- **JULY 2024 - CURRENT**  
**BDU - BUSINESS DEVELOPMENT UNIT**  
**FAB BANK | JADDAF BRANCH, DUBAI, U A E**
- **AUGUST 2022 - MAY 2024**  
**RELATIONSHIP OFFICER**  
**FINTREK MARKETING | DSA OF MASHREQ, DUBAI, U A E**
- **JANUARY 2021 - JULY 2022**  
**SALES EXECUTIVE**  
**RUKN AL RIHAB SUPERMARKET | DUBAI, UAE**
- **2019 - 2020**  
**PROCUREMENT AND INVENTORY CONTROLLER**  
**SPARKLEN GENERAL TRADING - AJMAN**
- **2016 - 2018**  
**INVENTORY / WAREHOUSE CONTROLLER**  
**TAMIMI MARKET FAL CENTER RIYADH (KSA)**
- **2014-2015**  
**OPERATION EXECUTIVE**  
**BAJAJ FINANCE PVT LTD (INDA)**

- Assisted sales team with cold calling and following up on leads.
- Identified market opportunities to grow new business across dedicated accounts.
- Contacted existing customers and informed them of new product offerings.
- Assessed customer risk in line with banking policy.
- Directed daily operations to achieve maximum efficiency and productivity
- Maintained required inventory levels at minimal cost.
- Monitored staff performance and developed improvement plans
- Conduct calls and face-to-face meetings with customers daily.
- Staying informed about competing products and services.
- Closing sales and achieving sales targets.
- Prepare reports on purchases, including cost analyses.

## EDUCATION

### COMMERCE - HIGHER SECONDARY EDUCATION

Kerala - India

### BACHELOR OF BUSINESS MANAGEMENT (BBM) (2014)

UNIVERSITY OF KANNUR. Kerala - India