



## Contact Information

.....  
Sharjah PO BOX 24245  
United Arab Emirates  
**Email:** Mrtariqali@yahoo.com  
Mrtariqali@hotmail.co.uk  
**Mobile Phone:** +97155-7075300

## TARIQ ALI QURESHI

---

### Personal Information

I'm a cheerful, conscientious, young person currently working in Abu Dhabi Commercial Bank (ADCB) UAE. Completed higher education from UK. I am a person with a warm and approachable manner when dealing with people; very motivated and hard working individual with an excellent record of time keeping and always keen to learn new skills. I have excellent interpersonal skills and enjoy working with people. I am able to apply my skills in a variety of situations and an ability to communicate at all levels.

---

### Career Objectives

Aspiring for a challenging position in any field of Banking, Accounting and Finance in a growth-oriented organization, where I can contribute and add value through my dedication, motivation and expected performance.

---

### Work Experience

#### **Commercial Banking Relationship Manager (Abu Dhabi Commercial Bank ADCB) 10/2018 – present**

- Follow market trends and developments to increase the bank's business in established and developing markets
- Provide product specialists with qualified referrals for cross-sell. Assist in closing deals across all products
- Develop, underwrite, and service business loans for business and individual clients including management of past dues and maturing loans
- Manage and grow a client portfolio that focuses mainly on Loans, FX, Derivatives, Cash Management, Trade
- Approves loans within assigned limits, manages loan and portfolio credit quality, sources prospects and develops new customer relationships
- Develop close partnerships with multiple groups throughout Commerce Bank to assist acquiring new or expand existing relationships
- Create and maintain a pipeline of business banking sales opportunities/relationships through multiple prospecting/business development techniques

#### **2013 – 2018: Commercial Banking Credit Analyst (Abu Dhabi Commercial Bank ADCB)**

- Solely responsible of special project of handing Delinquent customers of SME.
- Understanding the business and proposing restructure plan to the customers to Manage cash flow. Managing end-to-end work of restructure booking.
- Detail analysis of Asset Backed Finance applications
- Responsible of making MIS for the department and reporting to Manager
- Banks Statement analysis
- Handing all types of Post disbursement customers requests
- Field visit of the clients
- Managed Core Banking System migration for my department solely

**2009 – 2012: Manager: Best One Express (Group of Retail outlet) Edinburgh, UK**

- Provide financial reports and interpret financial information to managerial staff while recommending further courses of action.
- Advise on investment activities and provide strategies that the company should take
- Maintain the financial health of the organization.
- Analyze costs, pricing, variable contributions, sales results and the company's actual performance compared to the business plans.
- Develop trends and projections for the firm's finances.
- Conduct reviews and evaluations for cost-reduction opportunities.
- Oversee operations of the finance department, set goals and objectives, and design a framework for these to be met.
- Manage the preparation of the company's budget.
- Liaise with auditors to ensure appropriate monitoring of company finances is maintained.
- Correspond with various other departments, discussing company plans and agreeing on future paths to be taken.

**2008: Team Leader:** Worked with 12 member's team in project of software Implementation of Oracle Financials and became a Team Leader within a month. Main duties were to analyze and transfer old financial data into new software and train the existing team.

**2006 - 2008: Accounts Officer** Worked as an Accounts Officer in Karachi Trading Co for more than two years.

---

**Education**

Qualification	Year
MBA in Finance (Anglia Ruskin University) UK	2014
B.A (hon.) in Finance Management (Sunderland university) UK	2012
HND (Higher National Diploma) in Finance UK	2010
Specialization in Banking & Finance (Diploma) PAK	2008
CAT (Certified Accountant Technician) UK	2006
F.Sc (Intermediate in pre-engineering) PAK	2003

**Skills**

- Expert in all types of operating systems and applications
- Customer Service and Satisfaction
- Process improvement
- Critical Thinking
- Research and Analysis
- Team Management
- Business Communication
- Risk Management
- Interpersonal Skills
- Problem solving

---

**Bio Data**

<b>Languages</b>	<b>Level</b>
English, Urdu	Expert – Fluent
<b>Date of Birth</b>	<b>1<sup>st</sup> March 1985</b>
<b>Marital status</b>	<b>Married</b>
<b>Nationality</b>	<b>Pakistani</b>
<b>Resident of</b>	<b>United Arab Emirates</b>

*References will be available on request*