

Faisal Gilani, MBA- IBA Karachi

Date of Birth: August 13, 1985; **Marital Status:** Single

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Passport No.: AA4709664 (Expiry: 31AUG2024) - Pakistan

Driving License: Valid UAE Driving License

Visa Status: Visit (Expiry: December 20, 2019)



Career Objective

Investment and Real Estate Professional aspiring for Leadership position in Sales and Marketing in Reputed organization

Work Experience

Relationship Manager; Market Makerz Real Estate Brokers, Khi; November 2018 – till date

- ◆ Direct Sales of Secondary Market Properties through referrals, formal request by clients, direct contacts, and company maintained database repository
- ◆ Direct sales of Off Plan projects of various developers
- ◆ Training and development of subordinates
- ◆ Supervising Development of Inhouse software for MIS management (lead generation for sales team)
- ◆ Direct Reporting to Managing Director of Company

Relationship Manager; Azizi Developments, Dubai, UAE; September 2017 – October 2018

- ◆ Targeting from HNI Customers for sales
- ◆ Real Estate and Investment Sales
- ◆ Team building, training and mentoring
- ◆ Maintaining portfolio of HNI clients for different products of Real Estate
- ◆ Maintaining strong clientele relationship for repeated sales and referrals.
- ◆ Effective networking among different industries to maintain stream of new sales.

Business Development Manager; Orange County Real Estate Brokers, Dubai, UAE; November 2015 – August, 2017

- ◆ Prospecting and maintaining customers who are investment oriented.
- ◆ Maintaining portfolio of HNI clients for different products of Real Estate
- ◆ Maintaining strong clientele relationship for repeated sales and referrals.
- ◆ Staffing and training new recruits.

Priority Relationship Manager; Jubilee Insurance, Khi; April 2014 – November 2015

- ◆ Team building, training and mentoring
- ◆ Life Insurance and Investment Sales
- ◆ Identify and establish new relationships to acquire new business via understanding customers financial as well as protection needs. .
- ◆ Negotiating and convincing customers to buy JLI product/services.
- ◆ Effective portfolio management against defined portfolio quality benchmarks
- ◆ An advisor to the management as regards contribution to overall business initiatives and strategy.

SME Manager: Standard Chartered Bank Limited; May 2010 – March 2014

- ◆ Expanding SME customer base at SITE and Korangi Branch, with initiation of SME Trade desk with my deputation at SITE branch
- ◆ Liasoning New to Bank customers with Trade and Credit departments
- ◆ Implementation of E-ops at SITE and Korangi branch, so that transaction could be timely executed using scanned documents on the system.
- ◆ Reporting Trade Performance to Head of Trade and Head of SME to evaluate business performance and opportunities
- ◆ Expanding business in areas of Asset and Liabilities by offering trade products to customer, teaming with Branch Financial Assistants, Branch Managers and SME RM's.
- ◆ Interacting with Treasury to settle Import and Export FX transactions.
- ◆ Leading other trade desk personnels to perform similar task in other branches in south.

Achievement

- ◆ Sindh Endowment Scholarship, 2007

Academics

Degree	Institution
◆ Masters of Business Administration, 2009	Institute of Business Administration (IBA), Karachi
◆ Bachelors of Business Administration (4 Year), 2007	Institute of Business Administration (IBA), Karachi
◆ Higher Secondary School Certificate (Sindh), 2003	Aisha Bawany College, Karachi
◆ O'Levels (Cambridge), 2001	Karachi Gems School

Skills and Qualities

- ◆ Effective Interpersonal and Communication skills; Good Presentation skill (Public Speaking ability); Sales and Marketing

References

- ◆ Good and concrete references will be refurbished on request