

# MIAN MUHAMMAD IMRAN QADIR

Marketing Lead



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Villa no V 5 Emirates Hills, Dubai



## PROFILE SUMMARY

Seasoned banking professional with 18 years of experience in credit management, branch operations, and sales leadership, driving business growth and excellence across top-tier banks. Proven track record as Credit Manager at Bank Alfalah 2006 2010 , Branch Manager at United Bank Limited 2013 2019 , Branch Manager at Askari Bank 2020 2024 , .Driving growth and innovation in the real estate industry through strategic leadership and vision. Leading high- performing teams and fostering a culture of excellence to achieve remarkable results. Spearheading expansion and solidifying the company's position as a industry leader through exceptional service and expertise.

## SKILLS HIGHLIGHTS

- Credit Risk Assessment
- Credit Analysis
- Risk Management
- Credit Portfolio
- Management Team
- Leadership
- Product & Service Knowledge
- Sales forecasting & Management
- Strategic Planning
- Revenue Generation
- Data Analysis
- Business Development
- Problem Solving
- Sales Strategy
- Development Marketing
- Planning Business
- Development Customer
- Relationship Management
- Communication Skills
- Customer Service

## EDUCATION

<b>MBA (Marketing)</b>	<b>Continue</b>
<b>Allama Iqbal Open University Islamabad</b>	
<b>B.com (IT)</b>	<b>2006</b>
<b>University of Punjab</b>	
<b>F.Sc (Computer Science)</b>	<b>2003</b>
<b>BISE Gujranwala</b>	
<b>Matric</b>	<b>2000</b>
<b>BISE Gujranwala</b>	

## WORK EXPERIENCE

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### Senior Branch Manager

#### Askari Bank, Gujranwala, Pakistan

01/2020 – 02/2024

##### Job Responsibilities:

- Spearheaded branch operations and led cross-functional teams to exceed performance goals.
- Developed strategic plans to drive business growth, improve customer satisfaction, and enhance market share.
- Achieved PAM Pakistan Champion for Auto Drive from 2020 to 2022, showcasing exceptional performance in auto financing.
- Ensured regulatory compliance, achieved sales targets, and fostered a culture of excellence.
- Mentored and developed team members, resulting in consistent high performance and significant contributions to the bank's success.

### Branch Manager (District)

#### United Bank Limited, Gujranwala/Lahore, Pakistan

09/2013 – 12/2019

##### Job Responsibilities:

- Progressed from Team Leader (2013-2015) to Branch Manager (2015-2017) and District Branch Manager (2017-2019).
- Supervised and mentored over 25 Business Development Officers, fostering high performance.
- Achieved PAM 100 Qualifier status from 2016 to 2019, demonstrating consistent top-tier performance.
- Recognized as a top performer in Consumer Finance in 2019, with a weight of 19 in auto disbursement and 700 credit cards issued.
- Demonstrated expertise in team leadership, strategic planning, and driving branch performance.

### Credit Manager

#### Bank Alfalah, Gujranwala, Pakistan

12/2006 – 01/2010

##### Job Responsibilities:

- Managed a diverse credit portfolio, optimizing lending decisions through detailed credit assessments.
- Developed and implemented credit strategies to mitigate risk and enhance business growth.
- Built and maintained strong relationships with corporate and retail clients.
- Collaborated with cross-functional teams to achieve financial objectives and ensure credit quality.

## **AWARD & SHIELDS**

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- Received 96 Shields and Awards throughout my banking career, recognizing outstanding achievements in leadership, sales, customer service, and performance excellence.

## **PERSONAL DETAIL**

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- **Farther Name** Mian Ghulam Qadir
- **CNIC** 34101-2563099-3
- **DOB** 30/03/1985
- **Passport No** AS4420993
- **License No** GA-1813022
- **Nationality** Pakistan
- **Gender** Male
- **Religion** Islam

## **LANGUAGES**

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- English
- Urdu
- Punjabi