

Resume

Mohamad Ghader

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Objectives:

- Progressing my career Development with in a position in established corporation that will allow me to fully utilize my leadership abilities, skills and experience, bringing the organization "one step forward.

PROFESSIONAL EXPERIENCE:

MoneyGram Lebanon Sep 2017 – present

Account Manager.

- Responsible for the day to day operations.
- Managing the payments processing.
- Participating in the management of the back office departments.
- Monitoring the processes of the Anti-Fraud and suspicious activities.
- Monitoring and developing the customer support division.
- Developing customer due diligence processes.
- Compliance and AML compatibility.
- Managing the variety of operational services.
- Localization management.

Account Product Manager

American Express Muscat Oman Aug 2014 – July 2017

- Provided strategic and operational leadership to improve operating results.
- Responsible for identifying and signing new B2B merchant business and cross selling other applicable American Express products for growing merchant coverage.
- Build relationships with key commercials and business teams, including sales, marketing, and product, finance, to drive the operations agenda and build the application support required by the business.
- Provide leadership and support to all application teams and Identifying the potential Platinum Cards eligible Clients which generating revenues to AMEX.

Relationship Manager.

Standard Chartered Bank Wealth Management Dubai United Arab Emirates Dec 2008 – July 2014

- Achieve personal and team targets by sourcing new clients, assets and Revenue.
- Converting liabilities into (AUM) asset under management for the Bank unit.

- Managing accounts and maintaining highest levels of service and delivery to existing Clients at all times.
- Converting the bank existing clients from international banking to WM priority banking.
- Offer Banking Credit to support a wide range of Clients borrowing needs.
- Ensure Quality with the bank standards such as Account management, Compliance, and KYC and product delivery.
- Identify & develop new Relationships through personal and client referrals, SCB internal Networks, Corporate and Investment Banking sources.

Business Development Associate

Citibank N.A Dubai United Arab Emirates. Feb 2002 - Dec 2008.

- Analyzing customer portfolios for the purpose of Credit initiation at the Back office.
- Worked on the continuous updating of the Bank's Credit policy.
- Acting Compliance and assuring Compliance of the DSA to the Bank policy and procedures.
- Submitting credit and loan applications to the Management with Comments.
- Analyzing risk portfolio of clients, working on minimizing the bank's risk exposure on a commercial scale.
- Research and evaluate loan applicant's financial status, risk, references, credit and ability to repay loans.
- Attended training courses covering Anti money laundering, Detecting Fraud, Credit Risk and Compliance.
- Complete credit and loan documentation by objectively analyzing financial statements.

SKILLS:

- Excellent presentation and demonstration skills
- Strong written and verbal communication skills.
- Proven ability to multitask and priorities under pressure.
- Ability to translate technical and business requirements into cost-efficient solutions.
- Affinity to both sales and updates technology.
- Extensive sales / account management experience, and High attention to details.

Education and Training:

- Bachelor's Deg. Major: Business Administration Emphasis on Marketing.
Emirates Institute for Banking and Financial Studies. 1999 till 2004
Associate Degree In banking And Finance United Arab Emirates
- Gained the chartered institute of bankers accredited from UK.
- Gained the Canadian institute of bankers accredited from Canada.

