



Samman Iqbal

Date of birth: 15/11/1999 | **Place of birth:** Islamabad, Pakistan | **Nationality:** Pakistani |
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ABOUT ME

M.Phil (Economics) graduate with professional experience in banking and takaful sales. Skilled in customer relationship management, financial analysis, and business development. Motivated to contribute analytical expertise and practical financial knowledge in a growth-oriented organization.

WORK EXPERIENCE

PERSONAL BANKING OFFICER – MEEZAN BANK LIMITED – 18/03/2024 – Current – ISLAMABAD, PAKISTAN

- Managed customer onboarding, account opening, and KYC/AML compliance as per SBP & bank policies.
- Provided advisory on Islamic banking products including deposits, financing, and value-added services.
- Achieved cross-selling and customer retention targets through relationship management and needs assessment.
- Resolved customer queries, complaints, and service requests while ensuring high service quality standards.

SALES EXECUTIVE – ADAM JEE TAKAFUL COMPANY – 16/02/2023 – 15/06/2023 – ISLAMABAD, PAKISTAN

- Promoted and sold family and general takaful products through direct sales and client engagement.
- Generated leads, conducted client meetings, and closed sales to meet monthly and annual targets.
- Maintained client portfolios, policy documentation, and renewal follow-ups to ensure customer retention.
- Coordinated with underwriting and operations teams to ensure timely policy issuance and service delivery.

EDUCATION AND TRAINING

2022 – 2025 Rawalpindi, Pakistan

M. PHIL (ECONOMICS) Department of Economics & Agricultural Economics, PMAS-AAUR

2020 – 2022 Rawalpindi, Pakistan

MSC (ECONOMICS) Department of Economics & Agricultural Economics, PMAS-AAUR

2017 – 2019 Rawalpindi, Pakistan

B.COM. University of Punjab

2015 – 2017 Islamabad, Pakistan

HSSC National Textile Institute Islamabad

2013 – 2015 Islamabad, Pakistan

SSC Islamabad Model College for Girls Rawat

CERTIFICATIONS

Askari Institute of technology, 31/03/2020

Computer's Application

Mode of learning: Presential

SKILLS

Communication | Management | Coordination | Leadership | Problem Solving | Teamwork | Adaptability