



# JAMAL HABEEB MOHAMMED AL QALLAF

RELATIONSHIP MANAGER - COMMERCIAL  
ENTERPRISES

## CONTACT

DAMMAM  
SAUDI NATIONAL  
+966 50 6873 713  
JAMAL\_LP@HOTMAIL.COM

## EDUCATION

Sales  
Institute of Public Administration  
Passed, 1.92 GPA

## WORK EXPERIENCE

### RELATIONSHIP MANAGER

THE SAUDI NATIONAL BANK-RETAIL BANKING GROUP |  
APRIL 2021 - PRESENT

- Managing certain portfolio for non-facilities corporate clients.
- Researching the latest products and regulations
- Building and maintaining relationships with clients and key personnel within customer companies.
- Conducting business reviews to ensure clients are satisfied with their products and services.
- Attending meetings with clients to build relationships with existing accounts.
- Achieving client relationship targets and KPI's as set by the Head Management.
- Working closely with Account Managers and Sales Consultants.
- Passing leads to the sales team and following up on progress.

### RELATIONSHIP MANAGER

THE NATIONAL COMMERCIAL BANK-RETAIL BANKING  
GROUP | JAN 2016 - 31 MARCH

- Managing certain portfolio for non-facilities corporate clients.
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### CUSTOMER SERVICE COORDINATOR

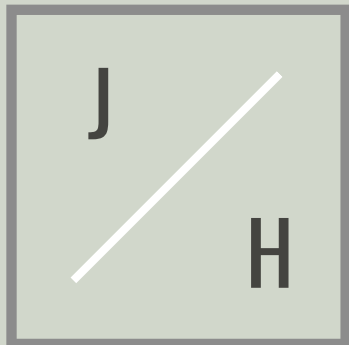
THE NATIONAL COMMERCIAL BANK - CORPORATE BANKING  
GROUP | JAN 2010 - DEC 2015

- Assist customers with routine account-related requests such as: funds transfers, automatic funds transfers, stop payments, inquiries about bank deposit products, opening corporate accounts.
- Research and resolve customer problems, acting as the customer liaison between other bank departments when necessary.
- Improve customers' banking experience with the bank by ensuring that the customers are attended to promptly and all their challenges are resolved without delay

### CUSTOMER SERVICES REPRESENTATIVE

THE NATIONAL COMMERCIAL BANK - CORPORATE BANKING  
GROUP | JAN 2007 - DEC 2009

- Assist customers with routine account-related requests such as: funds transfers, automatic funds transfers, stop payments, inquiries about bank deposit products, opening corporate accounts.
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- Improve customers' banking experience with the bank by ensuring that the customers are attended to promptly and all their challenges are resolved without delay



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## WORK EXPERIENCE

### TELLER

THE NATIONAL COMMERCIAL BANK - CORPORATE BANKING  
GROUP | SEP 2006 - DEC 2006

- Provides account services to customers by receiving deposits and loan payments; cashing checks; answering questions in person or on telephone; referring to other bank services.
- Receive and verify loan payments, mortgage payments and utility bill payments.

### SALES REPRESENTATIVE

ITSALAT INTERNATIONAL (I2) | JAN 2006 - AUG 2006

- Presenting, promoting and selling products/services using solid arguments to existing and prospective customers.
- Performing cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Establishing, developing and maintaining positive business and customer relationships.

## SKILLS

- Strong Work Ethic 
- Positive Attitude 
- Good Communication Skills 
- Time Management Abilities 
- Problem-Solving Skills 
- Self-Confidence 

## COURSES

- Communication & Interpersonal Skills
- Customer Delight Program
- Flow of Liquidity
- Creative Thinking
- Coaching of Sales
- LC & LG Principles
- Problem Solving & Decision Making
- Wessam Accreditation Program