

# Turki Mohammed Nashman

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## CAREER OBJECTIVE

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Over 16 years of Solid experience in the banking and business relationship management. Looking for new challenges and professional advancement that are compatible with my professional experiences and skills.

## CORE COMPETENCES

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Commercial Banking	Sales management	Relationship Management
Financial Advising	Risk management	Marketing strategy and management
Problem solving	Interpersonal skills	Business development
Clients Acquisition	Time Management	Strategic and financial planning
Leadership management	Analytical skills	Credit risk management

## EXPERIENCE

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2015 – Present	Alinma Bank <b>Relationship manager in Diamond banking</b> <ul style="list-style-type: none"><li>• Diamond clients business relationship management</li><li>• Clients acquisition management</li><li>• Branches and KPI management</li><li>• Increase the percentage of customers and balances</li><li>• Sales and marketing management of the products</li><li>• Achieving goals and targets</li><li>• Developing sales and marketing strategy</li><li>•</li></ul>
2012 – 2014	Alinma Bank <b>Relationship officer</b>
2010	Al Rajhi Bank <b>Relationship manager</b>
2008	Al Rajhi Bank <b>Customer service</b>
2006	Al Rajhi Bank <b>Bank teller</b>

## ACADEMIC QUALIFICATIONS AND CERTIFICATES:

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King Faisal University Currently  
**Bachelor of Business administration**

College of Technology 2006  
**Diploma in office management**

Courses:

- Office managers and executive secretary .
- Customer dealing skills .
- General Banking English – Banking institute .
- Anti-Money Laundering and terrorist financing , and know your customer principle .
- Effective communication and excellent services .
- Teamwork and taking responsibility.
- Professional customer relationship management
- Project management professional (PMP)
- Risk management professional (RMP)
- Basics of people management