



Saleh Althinyan

AlRajhi Bank Branch manager _ Almidra tower _
Aramco / professional Credit Advisor



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smt309060@gmail.com



Dammam, Saudi Arabia



Saudi



PROFESSIONAL SUMMARY

Experienced banker with established experience in the consumer finance industry with a recognized track record in achieving organizations objectives. Highly motivated individual and a multi-tasker with a professional work ethic. Able to work under pressure in extremely high pressured environments.



EDUCATIONAL QUALIFICATIONS

GENERAL ADMINISTRATION–MARKETING
INTERMEDATE UNIVERSITY DEGREE : COLLEGE
OF TECHNOLOGY,
DAMMAM, EASTERN
PROVINCE, MAY 2006



CERTIFICATIONS

- CREDIT ADVISOR PROFESSIONAL EXAM-2ND EDITION-
- RETAIL BANKING FOUNDATIONS PROFESSIONAL EXAM 2ND EDITION-
- METHODS OF DETECTING • COUNTERFEITING & FORGERY IN BANKNOTES & DOCUMENTS-DECEMBER 2017
- CREATIVE PERFORMANCE AND CUSTOMER SERVICE
- PASSED RETAIL BANKING PROFESSIONAL FOUNDATION RBPFC-FEBRUARY 2015
- ALRAJHI BANK INDUCTION PROGRAM
- SAMA REGULATIONS



ACCOMPLISHMENTS

- ACHIEVED ALL ANNUAL TARGETS FOR THE PERIOD FROM 2015-2022 BY A STRONG PERFORMANCE.



SKILLS

- B2C and B2B marketing.
- Advertising expertise.
- Creativity and Problem-Solving.
- Brand strategy development
- Strong oral and written communication skills.
- Ability to work in teams and provide supervision.
- Time-efficient, goal oriented and self-motivated.



LANGUAGES

- Arabic: Native
- English: Second language



WORK HISTORY

MAY 2020 - CURRENT

• AL RAJHI BANK-BRANCH MANAGER ,DHAHRAN ,EASTERN PROVINCE

- WORKING CLOSELY WITH CLIENTS TO UNDERSTAND THEIR BANKING NEEDS AND REQUIREMENTS, OFFERING THEM PROPER PACKAGES THAT OPTIMIZE THEIR RELATION WITH THE BANK AND MANAGE THE PROFITABILITY OF THE RELATIONSHIP.
- MANAGING A PORTFOLIO OF CLIENTS WITH A PURPOSE OF MAXIMIZING ITS VOLUME AND MAINTAIN ITS STABILITY.
- EDUCATE AND INFORM CLIENTS OF ANY PRODUCTS AND SERVICES AND MARKET IT IN A WAY THAT SUITS CLIENT NEEDS.
- ATTEND TO CLIENT COMPLAINTS AND RESOLVE ISSUES PROMPTLY AND ENSURE CLIENT SATISFACTION AS A RESULT.
- CONDUCTED IN-DEPTH CLIENT VISITS AND PERIODIC BUSINESS REVIEWS.
- IDENTIFIED AND DEVELOPED NEW OPPORTUNITIES, EXPANDING CLIENT BASES BY 179 %

JAN 2017 – DEC 2017

•SENIOR RELATIONSHIP MANAGER IN ALKHOBER AND HAFER ALBATEN – EASTERN PROVINCE WITH KPI STRONG PERFORMER.

MAY 2015-MAY 2020

• AL RAJHI BANK- RELATIONSHIP MANAGER, KHOBAR,EASTERN PROVINCE

- ATTEND TO CLIENT COMPLAINTS AND RESOLVE ISSUES PROMPTLY AND ENSURE CLIENT SATISFACTION AS A RESULT.
- HANDLE CUSTOMER'S NEEDS, SELL AND CROSS SELL THE BANK'S RETAIL PRODUCTS AND ENSURE THE QUALITY OF THE SERVICE TO ACHIEVE THE BANK'S OBJECTIVES
- EXPERIENCED IN MARKETING AND SELLING VARIETY OF FINANCIAL PRODUCTS INCLUDING:MORTGAGE,PERSONAL,LOANS, SAVING & PROTECTION PLAN, CREDIT CARDS AND CARS FINANCE
- RETAINED EXISTING CUSTOMERS AND SUBSTANTIALLY GREW CUSTOMER BASE, PRODUCT LINE AND SALES VOLUME.

- ACHIEVED EXCEPTIONAL CLIENT SATISFACTION FEEDBACK AND RATINGS.

- ACHIEVED ALL ANNUAL TARGETS AS SALES MANAGER FROM THE PERIOD 2016-2020 WITH STRONG PERFORMER KPI .

JANUARY 2009- JANUARY 2015

• AL RAJHI BANK – OPERATION MANAGER, EASTERN PROVINCE

- MANAGE AND SUPERVISE THE ACCOUNTING, FINANCIAL AND BANKING OPERATIONS AND MOVEMENTS THAT TAKE PLACE WITHIN THE COMPANY ON A DAILY BASIS.
- ASSISTED CUSTOMERS WITH VARYING QUESTIONS USING PRODUCT KNOWLEDGE AND SERVICE EXPERTISE.
- ADHERED STRICTLY TO POLICIES AND PROCEDURES FOR CONTINUED COMPANY COMPLIANCE IDENTIFIED AND MITIGATED POTENTIAL FRAUD AND TRANSACTION RISKS.
- RESPONDED PROMPTLY TO ENQUIRIES FROM CLIENTS, MEMBERS AND STAFF VIA EMAIL,POST AND FAX.
- PARTICIPATED IN REGULAR TRAINING TO MAINTAIN UP-TO-DATE KNOWLEDGE ON COMPANY PRODUCTS AND POLICIES.
- PROPERLY PROCESSED DEPOSITS, WITHDRAWALS AND PAYMENTS FOR AVERAGE OF 90 CUSTOMERS DAILY.

FEB 2007 – FEB 2009

• ALRAJHI BANK – SALES MANANGER, KHOBAR, EASTERN PROVINCE

- HANDLE CUSTOMER'S NEEDS, SELL AND CROSS SELL THE BANK'S RETAIL PRODUCTS AND ENSURE THE QUALITY OF THE SERVICE TO ACHIEVE THE BANK'S OBJECTIVES
- EXPERIENCED IN MARKETING AND SELLING VARIETY OF FINANCIAL PRODUCTS INCLUDING:MORTGAGE,PERSONAL,LOANS, SAVING & PROTECTION PLAN, CREDIT CARDS AND CARS FINANCE