

Mohammed Ahmed

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Professional Summary

Results-oriented Banking & Credit Risk Professional with 5+ years of experience in retail and consumer banking. Skilled in credit risk analysis, CRM systems, sales leadership, and customer relationship management. Consistently recognized as a top performer, exceeding sales targets by up to 200%, and promoted from Senior Sales to Team Leader in under one year.

Professional Experience

Banker – Arab Bank | Mar 2025 – Present

- Managing retail banking services with focus on personal loans, credit cards, and customer portfolio growth.
- Ensuring compliance with credit risk policies while supporting business expansion.

Senior Team Leader – Attijariwafa Bank | Jan 2024 – Jan 2025

- Led telesales team to exceed monthly and quarterly sales targets.
- Implemented CRM-based performance tracking, boosting team efficiency.

Telesales Team Leader – Attijariwafa Bank | May 2023 – Jan 2024

- Supervised sales team for personal loans and credit cards.
- Increased conversion rates by improving client engagement strategies.

Senior Sales – Attijariwafa Bank | Feb 2022 – May 2023

- Exceeded sales targets in retail banking products.
- Specialized in personal loans and credit cards, delivering high-value client solutions.

Promoter – Oppo | Jan 2016 – Jan 2020

- Consistently exceeded sales targets, achieving up to 200% above goal.
- Built strong customer relationships and enhanced brand loyalty.

Education

Cairo University – Associate of Arts in Arts, Entertainment, and Media Management (2014 – 2018)

Key Skills

Banking & Finance: Credit Risk Analysis, Personal Loans, Credit Cards, Retail Banking, Telesales Leadership
Business Tools: CRM Systems, MS Word, Excel, Data Analysis
Soft Skills: Leadership, Negotiation, Client Relationship Management
Design Tools: Adobe Photoshop, Illustrator, InDesign, Canva