

VINEETH PN

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SENIOR FOREX MANAGEMENT EXECUTIVE



A highly trained, experienced, passionate, motivated and successful Sales and Operations Management professional with exemplary Leadership style to lead from the front, set clear goals and coupled with strong team building capability, achieves them. Brings over 12 years of Money remittances/exchange houses experience across complex, high value solution sales, including New Business sales and Client Relationship Management, Payment Solution and product development, general management.

- Skilled negotiator & relationship builder with ability to secure favourable terms & guide teams through complex dealings.
- Financially astute in managing revenue targets, cost reductions and profit growth
- Instrumental in setting up a new branch in Al Thumrait, Oman from scratch and was promoted within three months after joining the company
- Comprehensive experience in analyzing & networking with prospective clients, generating business from existing accounts and achieving profitability and increased sales growth.

WORK EXPERIENCE

ALJADEED EXCHANGE Co.LLC |SULTANATE OF OMAN | Apr 2015–Mar2024

Accountabilities as Branch Management Associate:

- Conceptualizing and envisioning ideas for generating revenues, identifying new business opportunities, products that delineate long term roadmap for the organization
- Developing new streams for long term revenue growth; developing creative strategies to expand sales performance & achieve profits
- Taking care of the daily cash movements of the branch by verifying the branch accounts on daily basis.
- Monthly reconciliation of our FC stock, bank accounts, calculation of interests payable to our treasury
- Execute appropriate metrics, forecasts and reports in order to analyze and evaluate the results of sales and campaigns
- Encourage the team to arrange new remittance relationship with Banks and Financial Institutions with local and International Banks and money transfer products.
- Review reconciliation sheets and ensure that all sheets are balanced accordingly to the regulations and laws of the industry and Company
- Planning and execution of business strategies in order to achieve the allocated annual targets of our branch
- Execution of marketing & promotional activities in order to generate new leads for transactions and ensuring a proper follow up
- Instrumental in setting up a new branch in Al Thumrait, Oman from scratch and was promoted within three months after joining the company

KEY COMPETENCIES

Foreign Exchange
Operational Excellence
Client Acquisition & Retention
Branch Management
Business Strategy
Market Intelligence
AML Compliance
Cash Vault Management
Profit Center Management
Team Management
Banking Operation – Remittance

PERSONAL DETAILS

Date of Birth 31st May 1985
Marital Status Married
Nationality Indian
Passport No M0032249
Driving Licence Holding Valid GCC Driving License

Languages Known

English, Hindi, Arabic and Malayalam

UAE EXCHANGE |UAE | Oct 2010 – Mar 2012

Accountabilities as Junior Associate:

- Receive/issue cash transaction instruments like remittance, foreign currency exchange, WPS, and value added services transaction payments etc.
- Provides top-notch customer service by handling foreign currency exchange transactions accurately and efficiently.
- Verify customer's information through checking their Identifications and other required documents.
- Executes financial transactions in accordance with the company policies and procedures while maintaining an acceptable record in daily drawer balancing.
- Inform customers about foreign currency regulations, and compute transaction fees for currency exchanges.
- Follow all policies and guidelines carefully including internal security measures, legal aspects and regulations of the country to ensure the safety and security of customers and company's assets
- Explain, promote, or sell products or services such as Prepaid cards, Western Union Remittance, Mobile / DTH Recharge, Gift Card Issuance and Bank Transfers

OTHER COMMITMENT

- **JRG SECURITIES PRIVATE ltd | SENIOR OFFICER -2007 – 2010 March**

ACCOUNTABILITIES AS SENIOR OFFICER

- Devising and Maintaining Office System
- Using content Management System to maintain and update Website and internal Data Base
- Preparing Incentive plans to the employees
- Preparing MIS for the Top Management for decision making

ACADEMIA

- **MASTER OF BUSINESS ADMINISTRATION (MBA)**, June 2007
Farook Institute of Management Studies, Farook College (P.O), Calicut.
Specialization in **Finance** and Super Specialization in **Supply Chain Management**.
- **QUALIFIED THE INSURANCE BROKING EXAMINATION** conducted by National Insurance Academy, Pune
- **NCFM -Capital Market Module**, certified by National Stock Exchange

DECLARATION

I hereby declare that all the information furnished in this document is true to my knowledge and belief

VINEETH PN