ABDULAZIZ IBRAHIM ALMANEE

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# PROFESSIONAL SUMMARY

**Accomplished financial services leader with over 9 years of experience in banking and corporate finance, driving business growth, optimizing operational efficiency, and ensuring regulatory compliance. Expert in developing innovative financial strategies, fostering client relationships, and leading high-performing teams to exceed organizational objectives. Passionate about advancing Saudi Vision 2030 by delivering transformative financial solutions that contribute to economic development and national growth. Known for strategic thinking, analytical problem-solving, and a results-driven leadership approach**

# CORE COMPETENCIES

Leadership and High-Performance Team Management Strategic Planning and Business Execution

Advanced Financial Analysis and Reporting Budgeting and Forecasting

Business Development and Revenue Growth Client Relationship Management and Retention Risk Assessment, Management, and Mitigation

Compliance with Regulatory Frameworks (SAMA, IFRS) Data-Driven Decision-Making and Financial Modeling

Market Research and Competitive Analysis Cross-Selling and Upselling Strategies

Process Optimization and Workflow Automation Product Development and Go-to-Market Strategy Negotiation and Conflict Resolution

Change Management and Organizational Development KPI Analysis and Performance Monitoring

Digital Transformation and Financial Technology Integration Excellent Presentation and Communication Skills

# ACHIEVEMENTS

**Increased annual sales by 25% through strategic leadership. Spearheaded new product initiatives, boosting adoption rates by 40%. Recognized as a top performer at Riyadh Bank.**

**Reduced project approval times by 25% through process optimization. Contributed to Vision 2030 initiatives by driving investment and trade.**

# PROFESSIONAL EXPERIENCE

**Corporate Sales Lead Alinma Bank**

**Oct 2024 – Present**

Spearheaded corporate sales strategies to drive revenue growth and align with organizational objectives. Develop and execute client acquisition plans, achieving a 25% growth in cross-sales through innovative product solutions.

Lead a high-performing team, fostering collaboration and accountability to exceed sales targets. Analyze market trends and client needs to recommend tailored financial solutions.

Oversee payment tracking processes, resolving delays efficiently to maintain client satisfaction.

Build strategic partnerships that support Vision 2030 by enhancing trade and investment opportunities.

**SME Banking Relationship Manager Alinma Bank**

**Mar 2024 – Oct 2024**

Managed a diverse portfolio of SME clients, providing comprehensive financial solutions tailored to their business needs.

Facilitated CAPEX and real estate financing, driving a 30% increase in funded projects. Conducted in-depth risk assessments to ensure compliance with regulatory requirements.

Enhanced client retention by developing long-term relationships and providing exceptional service. Identified growth opportunities within the SME segment, expanding market share and revenue streams.

**Area Sales Manager SHL Finance Company**

**Jul 2023 – Dec 2023**

Designed and implemented strategic sales plans, resulting in a 20% market penetration increase. Strengthened relationships with real estate developers to support funded initiatives.

Provided coaching and performance evaluations to sales teams, achieving consistent target overachievement.

Conducted sales trend analysis to adjust strategies and capitalize on emerging opportunities. Collaborated with senior management to align regional objectives with company goals.

**Sales Advisor Manager Riyadh Bank**

**Jul 2022 – Jun 2023**

Led sales campaigns in personal and real estate financing, exceeding annual targets by 30%. Developed customer-focused initiatives to boost satisfaction and product adoption.

Optimized internal sales processes to enhance efficiency and reduce response times. Collaborated with marketing teams to design campaigns that addressed client-specific needs. Supported the development of junior advisors through mentoring and skill enhancement programs.

**Sales Manager Al Rajhi Bank**

**Oct 2016 – Jun 2022**

Directed sales operations, contributing to a 35% increase in revenue through innovative marketing campaigns.

Conducted market research to align product offerings with evolving customer demands. Established robust cross-selling frameworks, enhancing overall client value and profitability. Monitored team performance, implementing training programs to improve skills and outcomes. Cultivated strong client relationships, fostering trust and long-term loyalty.

**Accounts PayPal accountant AlSaif Company**

**Feb 2016 – Oct 2016**

Managed accounts payable functions, ensuring timely and accurate processing of invoices. Reconciled financial records to ensure compliance with regulatory standards and internal policies. Collaborated with suppliers to address discrepancies and maintain strong working relationships. Prepared detailed reports on financial transactions, enhancing transparency for stakeholders.

Contributed to process improvements that increased the accuracy and efficiency of payment cycles.

# EDUCATION

**Bachelor of Finance**

University of Dammam | 2015

# CERTIFICATIONS

**Insurance Foundations (SAMA) |** October 2021

**Retail Banking Foundations –** Professional Exam Level 2 (SAMA) | July 2020

**Retail Banking Foundations –** Professional Exam Level 1 (SAMA) | October 2016

**The Art of Decision-Making Public Relations Skills Using SPSS Software**

**Career Forum Day (6 Training Courses)**

# COURSES

**Arabic:** Native

**English:** Proficient

**LANGUAGES**