

MOHIB ULLAH SHEIKH



I am looking forward for career opportunity which could provide growth and a chance to constantly add value to the organization by working with cutting edge technologies and lets me share my experience and creative approaches in meeting organizational goals and providing unique and effective solutions.

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Key Skills

- Process Optimization
- Planning and Operations
- Systems and Process Re-Engineering
- Policy & Procedure Compliance
- AML & Sanctions
- Strategic Alliances & Partnerships
- Operations Management
- Process Audit
- Team Building & Leadership

Profile Summary

- I am an experienced banker with a proven track record (over 14 years) in two of the world's leading global banks (Standard Chartered & Barclays Bank) and Two Local Market Leaders (HBL & Soneri). Presently associated with Soneri Bank Ltd as Head of Investments & CMO.
- Expertise in enhancing productivity by optimizing resource utilization, escalating productivity & operational efficiency, improving quality and achieving cost reduction
- Implementation of AML / Sanction Intercept System for FCY Payments.
- Rich exposure in System Implementation in Various Areas of Banking Operations.
- Rich exposure of Mergers and Acquisition of Banks, actively engage in Mergers and Acquisition of Union Bank with Standard Chartered Bank and Barclays with HBL.
- Proven track record of outstanding performance; received Employee of the Month for Barclays Bank Plc.
- An effective leader with excellent communication, negotiation and analytical skills

Career Timeline



Soft Skills

- Communicator
- Innovator
- Collaborator
- Thinker
- Intuitive

Education

- MS Economics from IOBM (CBM) 2019 (Final Thesis)
- MBA (Executive) from Institute of Business Administration (IBA) 2018
- Bachelor of Commerce from University of Karachi in 2007
- Intermediate from St. Patrick's College, Karachi, Board in 2005
- SSC from St. Lawrence School, Karachi, Board in 2003



Jan'19 till date

Soneri Bank Ltd, as Head of Investments and Cash Management Operations.

Key Result Areas:

- Responsible to manage all Investments related units which include (Term Deposits, Bancassurance, Wealth Management, Government securities), Remittance, SRD and Cash Management Operations.
- Centralized the RTGS (Real time gross settlement) operations.
- Responsible to manage RTGS unit.
- Responsible for client presentations for Cash Management related services and products.
- Advising Clients and High Net worth customer for investment related opportunities.
- Developing Standard Operating Procedure, Strategies and new initiative regarding Investments and Cash Management.
- Ensure quality, efficient and prompt services to the Bank's internal as well as external customers across Pan-Pakistan.
- Review and recommend changes to operational procedures and systems to improve efficiency, reduce cost, promote service excellence and avoid future claims as well as legal disputes.
- Ensure that customer complaints are attended on priority and corrective measures are taken to avoid reoccurrence across Term Deposits, Government Securities, SRD, Bancassurance, Wealth Management and CMO.
- Prepare staff KPI (Key Performance Indicators) and mid-year and final year reviews
- Enhance product knowledge, team work, customer focus, control consciousness and productivity of the team without disturbing the work life balance.

Highlights:

- Core Member of Product Development Committee to Introduce New Products related to investments and Cash Management.
- Responsible to Develop Automated Solutions and Utilities for Investments and Cash Management related products.
- Project Manager for CMS (Cash Management Service) utility built to cater all Cash Management related needs of Clients.

May'16 till Dec'18

Soneri Bank Ltd, as Head of Centralized Clearing & Cash Management Operations.

Key Result Areas:

- Responsible to manage CCU comprises of 9 Hub's across Pakistan in all Major Cities which include (Karachi, Lahore, Islamabad, Rawalpindi, Peshawar, Gujranwala, Hyderabad, Multan, Sialkot and Faisalabad.
- My Department is providing service to more than 290 branches across Pakistan comprises of 70 motivated Team members under my Reporting Line.
- My Department handles normal, intercity, same day and US \$ clearing across Pakistan.
- My Department provides Services which include (Collection Mandate Handling, Online Corporate Client Services, and Paper Payments) to Corporate Customers across Pakistan.
- Managing the Implementation of control fame work to mitigate/ minimize risk
- Responsible for enhancing productivity by optimizing resource utilization, escalating productivity & operational efficiency, improving quality and achieving cost reduction.
- Responsible to manage all smooth service delivery for all Cash Management related products offered to customers.

Highlights:

- Project Manager for Implementation of Core Banking System Temenos T-24 in Overall Centralized Operations.
- Responsible to Represent Operations during the meeting with business to initiate new products, customer service improvement.

Nov'15 till May'16

Standard Chartered Bank, as Sr. Manager AML & Sanctions Screening (Cash Management Operations).

Key Result Areas:

- Managing All AML and Sanctions of Cross Borders Payments includes (Inward and Outward Remittances, FCY Collections).
- Ensure to carry out the investigations for ITT, OTT, AML and Stop Payment on customer complaints / queries.
- Ensure to release the transaction from SANCTION system on timely manner.
- AML & Sanctions Screening / Referring to Group CMO & Country FCR.
- Manage Sanction Screening on Shipping Firm's financial documents to probe about involvement of sanctions linkages with sanctions countries which have imposed by UN, EU, Her Majesty treasury (HMT – UK) , OFAC (USA) and local Regularity Authority of Pakistan (SBP) .
- Manager Sanction Screening on Consignee, Consignor Notify parties on Shipping Bill of ladings which firms wants to pay against surplus remittances to their principles in different countries of the world.
- Manage Sanction Screening on Foreign Currency Cheques (Outward and Inward)
- Ensure to implement the new project within the department as per defined time lines.
- Initiating Savings Projects for curtailing Operations cost and achieving annual savings targets.
- Developing & implementing Operations plans and ensuring timely accomplishment of Operations targets as per projected sales volume.
- Keeping track of compliance of final output as per KPIs and Annual Business Plan.

- Keeping Strong Coordination between Operations Risk and Group Audit Teams for Risk mitigation.
- Ensure all task of CMO which includes (Clearing and Collections, Salary Processing, RTGS, Remittances, Pay Orders and Demand Drafts) are process as per Policies and Procedure with Error Free and delivered to customer on timely basis.
- Managing Diversified Team of Experienced individuals and Ensure complete Harmony and Team Building.

Highlights:

- During this Short Span of Time Successfully Manage the Group Audit of Cash Management Operations regarding AML/Sanctions.
- System Implementation of New Intercept for AML and Sanctions of Cross Boarder Payments of CMO.

Jun'15 – Nov'15

Habib Bank Limited, as Manager Cash Management Operations.

Key Result Areas:

- Join HBL due to Acquisition of Barclays Bank Plc. by HBL.
- Managing all the Task Related to Mergers of CMO Barclays with HBL.
- Managing all Important Data Migration of Barclays System Flex Cube into HBL System Mysis.
- Taking the Extra Responsibility of Branch Regional Operations Managers and Managing Branches of Barclays within the South Region.
- Ensure all Task of CMO and Branches perform smoothly and Remains unaffected during the Merger of Barclays and HBL.

Highlights:

- Successfully Manage the Extra Responsibility of Regional Branch Operations Manager along with Managing the CMO during Merger and Acquisition of Barclays with HBL.
- Successfully Ensure that Customer of Branches and Cash Business remains unaffected during relentless task and exercises during Merger and Acquisition of Barclays with HBL.
- Successfully Migrate Branches and Cash Business of Barclays to HBL.

Feb'11 – Jun'15

Barclays Bank Plc. as Manager Cash Management Operations.

Key Result Areas:

- Ensure GL should be balanced in each EOD for normal inward, intercity & same day cheques/amount.
- Ensure proper MI should be maintained & share with stake holders on a daily basis for corporate customers.
- Managing salaries of corporate customers like (OMV, Coke, Ufone, Pakistan Tobacco etc.).
- Managing the Corporate Customer Collection Mandate like (Phillip Morris, Muller and Phipps, Unilever, Atlas Honda, Colgate etc.)
- Ensuring that departmental activities are carried out strictly in accordance with the laid down procedures in process flow charts, management manual, foreign exchange manual, prudential regulations.
- Correspondence with Compliance Department, providing various MIS as per Group Requirement.

Highlights:

- Actively involved in process re-engineering and re-structuring to obtain optimum level of output.
- Founder Member for Implementing IFE (Internet Front End) application to facilitate customer for online Pay Order, Funds Transfer and Cheque Printing.
- Strong coordination with NIFT for proper settlements and dispute resolution.
- Review of systems and controls on a regular basis, identifying bottlenecks and control weaknesses with a view to recommending improvements, in liaison with operations, information Technology, Compliance, the branch sales And customer services.
- Performance Based Promotion in 2013.

Mar'09 – Jan'11

Barclays Bank Plc. as Manager Branch Operations.

Key Result Areas:

- Ensure highest standard of service delivery at the cash counters
- Ensure best services given to the customer while processing of Pay orders, internal transfers Cheques, Clearing, Delivery of Captured ATM debit Cards.
- Ensure efficiency, cost effectiveness and accuracy of transactions through proper controls, systems and Procedures.
- To perform the day to day task from internal and external audit point of view.
- To ensure timely submission of reports to State Bank of Pakistan
- Keep and maintain a complete Record of all the source documents.
- To process the customer instruction as per defined process flow.
- Ensure the Reconciliation of all General Ledgers pertains to Branch Operations.

Highlight:

- ⦿ Successfully achieve Satisfactory Ratings in all external and internal and State Bank audits.
- ⦿ Performance Bases Promotion in 2010.
- ⦿ Securing the Employee of the Month Award of Barclays Bank Plc. in 2009.

Jul'08 – Feb'09

Barclays Bank Plc. as Supervisor Asset Operations.

Key Result Areas:

- ⦿ Managing all Asset Operations related Transaction according to the Bank's Policies and Procedure.

Highlight:

- ⦿ 100% support to Department Head in Implementation of all new strategic Initiatives and in continuous process improvement and re-engineering.
- ⦿ At least 2 process improvements are implemented bi-annually with cost save as per scheduled planning.
- ⦿ To perform the Adhoc & Projected Assignment &. Ensure 90% deadline met on all projects and assignments.

Apr'07 – Jun'08

Standard Chartered Bank, as Officer Asset Operations & RP (Responsible Person) (Mortgage & SME)

Key Result Areas:

- ⦿ Processing of All Asset Operations related transactions in control and efficient manner.

Highlight:

- ⦿ Master Trainer for System Conversion/implementation for Standard Chartered Bank Pakistan; 2007
- ⦿ Certificate of Achievement for Successful System Conversion of Systematic; 2007



Trainings & Workshops

- ⦿ AML & Sanction Screening – Standard Chartered Bank, Pakistan
- ⦿ State Bank of Pakistan Prudential Regulations – Institute of Bankers of Pakistan
- ⦿ 7Cs of Sales – Standard Chartered Bank, Pakistan
- ⦿ SME & Leasing – Standard Chartered Bank, Pakistan
- ⦿ RMS (Request Management System) Training to Manage all IT needs of the Department.
- ⦿ Prudential/Bank law & Practice in Pakistan – Standard Chartered Bank, Pakistan
- ⦿ Time Management - Standard Chartered Bank, Pakistan
- ⦿ Code of Conduct Module of Barclays Bank PLC.
- ⦿ Anti-Bribery & Corruption (ABC) Module by Compliance (BarCorp) Barclays Bank PLC.
- ⦿ SAP FI Configuration



Professional Skills

- ⦿ Excellent written and verbal communication skills- can make presentations to target audiences and persuade others towards a point of view.
- ⦿ Resourceful, solution-oriented, with strong multi-tasking capabilities and an eye for detail.
- ⦿ Strong analytical and decision-making skills.
- ⦿ Ability to adopt and understand changing technological advances in the industry.
- ⦿ Ability to meet deadlines and work independently.
- ⦿ Team player with excellent interpersonal skills, people management skills and good leadership skills developed through group projects and research as well as through my work and leisure activities.
- ⦿ Self-confident, able to accept challenges & respond well to people & pressure.
- ⦿ Excellent report writing skills.



Personal Details

Date of Birth: 10th January 1987
 Languages Known: English and Urdu.
 Nationality: Pakistani
 No. of Dependents: 3
 Marital Status: Married
 Driving License: Valid for Driving in Pakistan