

Malik Dilawar Hafeez

Sargodha, Pakistan | +92 322 2573816 | work@malikdilawar.com

LinkedIn: [linkedin.com/in/malikdilawar](https://www.linkedin.com/in/malikdilawar)

Professional Summary

Results-driven banking and insurance professional with 6 years of experience driving business growth through strategic partnerships and expert guidance. I excel in business development, team leadership, financial planning, client relationship building, and sales performance growth. Leveraging my expertise to deliver tailored financial solutions and drive success.

Work Experience

Relationship Manager

UBL – United Bank Limited | November 2024 – Present

- Building strong relationships, driving business growth in banking and finance. Delivering results-driven solutions, expert financial guidance.

Group Manager

Adamjee Life Assurance Co. Ltd. | February 2021 – September 2023

- I led business development efforts, identified new opportunities, and oversaw strategic recruitment to align talent with organizational objectives.

Branch Manager

Adamjee Life Assurance Co. Ltd. | August 2019 – May 2020

- In this role, I optimized client services and led a dynamic team to exceed performance targets, contributing to enhanced market share.

Takaful Unit Manager

EFU Life Assurance Ltd. | September 2018 – August 2019

- I managed day-to-day operations, led a team to enhance business growth, and improved service delivery to clients.

Education

Bachelor of Business Administration (BBA), Finance

International Islamic University, Islamabad | 2011 – 2016

Graduated with honors from the International Islamic University, Islamabad, with a focus on finance. Gained a comprehensive understanding of business principles, financial management, and strategic planning, equipping me with the skills to excel in a dynamic business environment.

Certifications

- Google Digital Marketing & E-commerce Specialization
- Financial Literacy Training Program - State Bank of Pakistan (SBP)
- Concept and Operation of Takaful - Adamjee Life Assurance Co. Ltd
- Financial Accounting Foundations - LinkedIn