

# SYED NAJIBULLAH BIN SYED SALIM

## CONTACT

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## OBJECTIVE

✓ 16 years of experience in the Insurance Services and Consultant Financial Industry as well as full-time consultant ✓ Excellent understanding of industry trends regarding products and customer needs ✓ Ability to tailor product offerings to match customers' lifestyles and needs ✓ Interpersonal skills and good communication ✓ I seek challenging opportunities where I can fully use my skills for the success of the organization. ✓ Banking licensing PCE/TBE/CEILLI/FIMM/PRS/PCEIA/GENERAL INSURANCE Done Pass Since under agency start 2009.

## EXPERIENCE

2024 - Present

- **Personal Banker Wealth**  
AMBANK GROUP BERHAD  
As Personal Banker wealth  
To promote and sell product such as UT/ASNB/Takaful& Insurance and etc.  
Mortgage Loan, Personal Loan, credit cards and ASB I-Financing  
Promote NTP (New to Premier)

2023 - 2024

- **Personal Banker Wealth**  
RHB BANK BERHAD  
As Personal Banker wealth  
To promote and sell product such as UT/ASNB/Takaful& Insurance and etc.  
Mortgage Loan, Personal Loan, credit cards and ASB I-Financing  
Promote NTP (New to Priority )

2022 - 2023

- **Consultant Specialist**  
BANK BSN PULAU PINANG  
To promote and sell product such as UT/ASNB/Takaful& Insurance and etc.  
Mortgage Loan, Personal Loan, credit cards and ASB I-Financing

2019 - 2020

- **CONSULTANT EXECUTIVE**  
AXA AFFIN INSURANCE BERHAD  
Position as Consultant  
Qualify challenges companies such as Indonesia & Thailand Indonesia.  
Recruit new entrepreneurs

Star club challenge achieved Sales  
Reward like Tab Samsung/Asia Trip

2016 - 2018

- **Manager**  
BUSS CONSULTING SDN BHD  
Position as Unit manager  
The products such as Allianz Insurance & Takaful Ikhlas  
Qualify challenges companies such as Taiwan, Indonesia & others  
Recruit new entrepreneurs  
Star club challenge achieved Sales 150K a year

2009 - 2015

- **Senior Consultant**  
PRUDENTIAL & PRUDENTIAL BSN TAKAFUL
  - STARCLUB WEALTH PLANNER 2011-2015 (RM 150,000 per year)
  - Under MUQMEEN Group Malaysia agency
  - Provide sales support on sales strategy, new product features & claim processing for customer
  - Constantly optimize sales promotions
  - Work closely with management to resolve issues regarding policy approvals & demands
  - Responsible for reviewing new products in terms of cost of insurance in case of policy changes so that information is provided to customers appropriately.
  - Recruiting
  - Ensure persistence in sales is within 90% and above
  - As a senior wealth planner and monthly income in RM 7500-10000
  - Under Agency MUQMEEN Group Sdn Bhd

2007 - 2014

- **AGENCY SUPERVISOR**  
CIMB PRINCIPAL ASSET MANAGEMENT  
Agency Supervisor  
Sale RM 1,200,000 per year (include cash and EPF)  
Trip Challenges lock  
Sales Cash and EPF  
As agency Supervisor  
Under Agency FGG Dato Mahadi Badrulzaman CIMB AmBrasador

2006 - 2008

- **ENGINEERING CISCO**  
JABIL CISCO SDN BHD  
1-As test engineering programming/ electronic controlled /Working with  
Cisco Team for new product NPI for eval

## EDUCATION

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2005

- **DIPLOMA ELEKTIK & ELECTRONIC**  
POLITEKNIK SULTAN ABDUL HALIM KEDAH  
CGPA 3.61

2001

- **CERIFICATE ELEKTRONIK KAWALAN**  
POLITEKNIK UNGKU OMAR  
3.81

1996

- **UPSR**  
SK Francis Light

PASS

2009

- **PROFESSIONAL CERTIFICATES**  
CIMB Wealth Advisor  
Gold & Silver BNRS

2009-2014

- **PROFESSIONAL CERTIFICATES**  
Prudential Wealth Planner  
Recognition Prudential Wealth Planner

2022

- **PROFESSIONAL CERTIFICATE**  
BANK BSN Penang  
130% Achievement

## LANGUAGES

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- READ  ENGLISH AND BAHASA MELAYU WRITE  ENGLISH AND BAHASA MELAYU

## REFERENCE

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- **Gary Chin - RHB BANK BERHAD**  
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- **SYARIL BIN ARRIFIN - BUSS CONSULTING SDN BHD**  
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