

SAMEER RIZVI

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PROFESSIONAL SUMMARY

- Business school graduate educated in interpreting & modelling financial data and producing quality reports while honouring demanding timelines
- Ability to incorporate strong analytical and problem solving skills resulting in the building of long-term, profitable relationships
- Highly organized and results-oriented with proven flexibility in adapting to wide variety of tasks, functions, and computer systems
- Critical thinker with experience in improvement and implementation of policies & processes

EDUCATION

Bachelor of Business Administration (Honours) 2008

Schulich School of Business, Toronto, ON

- *Major in Corporate Finance* – Management Science Modelling & Analysis, Quantitative Analysis for Management Decision Making, Financial Management, Investments, & Real Estate Finance
- *Minor in Accounting with focus on IFRS* – Management Accounting and Control Systems, Information Systems, Advanced Financial Accounting, and Auditing Standards and Applications
- *Honour* – Recipient of York Entrance Scholarship
- *Member* – Schulich Accounting Society and York Investment Club

SPECIALIZED TRAINING

Accelerated Program (IFRS), Certified Management Accountant (CMA) 2009 – Present

Canadian Securities Course, Canadian Securities Institute 2008

Conduct & Practises Handbook, Canadian Securities Institute 2008

EXPERIENCE

Senior Personal Banking Officer 2008 – Present

Bank of Nova Scotia, Mississauga, ON

- Managed intensive retail portfolio of 550-600 high-net worth clients, increasing portfolio size by \$8+ million in fiscal 2009
- Awarded ten Certificates of Recognition ranging from highest level of compliance to strongest team spirit (Scotia Applause)
- Incorporated strong analytical and problem solving skills resulting in the building of long-term, profitable relationships
- Developed effective negotiation skills in dealing with very demanding and sophisticated client base composed of medical practitioners and entrepreneurs
- Leveraged probing skills and product knowledge to propose holistic solutions for clients, which enhanced customer experience and brand value

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EXPERIENCE (CONTINUED)

Personal Banking Representative 2005 – 2008

President's Choice Financial (CIBC Retail Markets), Mississauga, ON

- Generated sales results that exceeded expectations in excess of 150%
- Recipient of CIBC Quarterly Achievers Awards for fiscal 2006 Q2 & Q3 and 2007 Q1 for being one of top performers in all of Canada
- Organized and managed marketing events to increase brand awareness and overall market penetration
- Developed long-term relationships with clients to better serve their financial needs

Founder & Director of Strategy 2005 – 2008

Deo Maximo Marketing Solutions, Toronto, ON

- Conceptualized and created business plan while securing start-up capital for company targeting niche and untapped market
- Generated and executed overall growth strategy using process mapping, attaining 350% growth rate in first year on initial investment
- Collaborated with clients, sales team, and programming department to successfully execute integrated campaigns and achieve client objectives
- Directed business development process and managed key accounts across industries such as education, real-estate and community development
- Conducted post-mortem analysis of client advertising campaigns to determine project profitability and uncover targets for future projects

ACCOMPLISHMENTS

United Grain Growers Case Study 2008

Advanced Corporate Finance, Schulich School of Business

- Designed integrated financial models to forecast financial growth and analyze pro forma effects of merger and acquisition activity
- Analysis included discounted cash flows (with synergies), company comparables, internal rate of return and weighted average cost of capital
- Acknowledged for excellent analytical and modelling techniques

INTERESTS / AFFILIATIONS

- *Member* – The Society of Management Accountants of Canada 2008 – Present
- *Volunteer* – Junior Achievement of Canada 2009 – Present
- Organization Health & Safety Representative, Bank of Nova Scotia 2008 – Present
- *Computer literacy* – MS Word, Excel, PowerPoint & AS400
- *Languages spoken* – English, Hindi, Urdu & Punjabi