

Omar Al-Bakri

Business Development Manager

4 Abbot Way, Kettering, Northants, NN15 8FW / +44 7542 857742 / albakri.omar@gmail.com / www.linkedin.com/in/omaralbakri

EDUCATION:

Python 3 Software Developer Bootcamp, HyperionDev

10/2023 - 03/2024

B.Sc. (Hons) Physiology/Pharmacology, Nottingham Trent University

08/1999 - 04/2001

INTRODUCTION & OVERVIEW:

Dynamic and results-driven executive with over 15 years of experience in sales, particularly in the banking, financial services, FinTech, and SaaS sectors. Proven track record of exceeding quotas, selling into the C-Suite, building out new territories, and driving growth through strategic relationships with customers and partners. Skilled in prospecting, lead generation, and pipeline management, with a passion for working in a fast-paced startup environment. Adept at collaborating with cross-functional teams to improve the sales cycle and accelerate customer adoption.

Securing Major Deals

- Owned the 360-degree sales cycle and navigated complex negotiations to secure a £1,000,000 deal with a leading international global bank, demonstrating the ability to create mutually beneficial outcomes and drive revenue growth in new markets.

Winning New Accounts & New Logos:

- Strong winner of clients across a wide range of industries, through c-suite and senior level engagement, highlighted by generating over 200% in total number of new opportunities through strategic prospecting and targeted lead generation campaigns.

Collaborative Approach to Improving Sales Cycle:

- Collaborated with cross-functional teams, including product, support, and sales engineering – identified, changed strategy, and held training – saw improvement of 15% to closing efficiency and accelerated customer adoption.

Proactive Customer Engagement

- Proactively engaged with clients to understand their needs and challenges, leveraging insights to develop tailored solutions that drive business value and foster long-term relationships which pushed customer satisfaction up by 35%.

PROFESSIONAL EXPERIENCE

FIDUCIANEX AI

Founder & Builder

10/2023 – Present

- Developing an AI-first payment orchestration and microservices ecosystem to enhance risk and compliance onboarding, accelerate transaction processing, and obliterate customer service bottlenecks.
- Dedicated to self-directed studies and hands-on development in AI, machine learning, and innovative software. Completed a Python bootcamp and a Y Combinator school for startups.

BANKING CIRCLE

Senior Account Manager

03/2023 – 09/2023

- Smashed yearly sales targets by 20% in 6 months, doubling MoM revenue to €500k through strategic prospecting and targeted lead generation campaigns in Salesforce.
- Formulated visionary payment solution using Salesforce data, with proven potential to increase client revenue by 20% and company valuation by 10%.
- Slashed onboarding time by 50% and grew payment volumes by 30% for top 5 clients via data-driven operational improvements and sales cycle optimisation.
- Boosted customer success and satisfaction by 25% across 20-client EU-focused portfolio through proactive executive engagement and continuous pipeline management in Salesforce CRM.
- Developed and executed autonomous agent lead generation campaigns, 20% uptick in response rates and much faster overall turnaround speed – provided increased momentum well above KPIs.

CONVERA - LONDON, UK (FINTECH SAAS PAYMENTS)

Head of Bank Sales, Payments, Financial Institutions, EMEA

01/2022 – 02/2023

- Achieved 5x growth in major bank opportunities by devising a strategic cross border payments roadmap and implementing targeted prospecting campaigns.
- Secured £1M deal with major bank through data-driven negotiation and leveraging Salesforce insights.
- Improved collaboration and customer alignment by holding 30+ stakeholder and client meetings monthly to optimize market cross-selling, intelligence sharing, and pipeline growth.

CONVERA – LONDON, UK (FINTECH SAAS PAYMENTS)

Senior Business Development Manager

02/2021 – 12/2021

- Expanded merchant acquisition through strategic partnerships and focused lead generation planning.
- Organized 30+ external meetings monthly to align goals, share market insights, and drive revenue through proactive pipeline management.

MARLIN HAWK GROUP: LONDON, UK (GLOBAL EXECUTIVE SEARCH BOUTIQUE)

Principal Consultant Wholesale Banking

10/2018 – 10/2020

- Established industry-leading event, through relentless networking building, growing attendance by 40% annually.
- Secured 10 new global clients (including Gruppo Santander and Vanguard), generating £1.53 million in new fees.

HOGGETT BOWERS - LONDON, UK

Senior Consultant, Head of Wholesale Banking (Interim contract)

01/2018 – 09/2018

- Established the Financial Services practice, driving significant search wins and securing new business, resulting in a 50% increase in revenue inside first year. Secured global partnership agreement with Barclays, first global FI for firm.

ALDERBROOKE GROUP LTD - LONDON, UK

Director

11/2015 – 11/2017

- Consistently exceeded forecasts and generated personal revenue of £500,000 (2016 – from scratch) and £700,000 (2017) acquiring two new global client relationships (Santander & Deutsche Bank).

LEATHWAITE INTERNATIONAL LLP - LONDON, UK

Senior Executive Search Consultant – Financial Institutions

08/2014 – 10/2015

- Delivered revenue of £400k - £600k of new business in first year, driving revenue growth across US, EMEA, and Asian markets; fostered strong partnerships with industry leaders including Deutsche, Standard Chartered, Barclays,

BANK OF AMERICA MERRILL LYNCH - LONDON, UK

Relationship Manager – Financial Institutions, Global Banking

10/2011 – 04/2013

BNP PARIBAS CORPORATE & INVESTMENT BANKING – LONDON, UK

Analyst - Associate

05/2006 – 03/2011

SKILLS

Sales Strategy, Execution, Lead Generation, Pipeline Management, Customer Relationship Management (CRM), Consultative Sales, Negotiation, Business Development, Forecasting, Data Analysis, B2B Sales, Customer Satisfaction, Customer Engagement, Competitive Analysis, Sales, customer success, negotiation, Agile, Cold Calling, Communications, Data Analysis. Cross border payments