

## Candidate Profile



Razia Cajee  
Manager, Regional Sales and Service  
Standard Bank



### Academic Credentials

Razia Cajee graduated from the University of Johannesburg with a Higher Diploma in Advanced Business Management in 2004. Her studies include various internal Leadership Programmes including the New Generation Leadership Programme which she completed in 2005. Courses included in this programme relate to finance and leadership, with the final presentation being a project.

### Current Work Description

Razia is responsible for the attainment of sales and service targets set in the personal banking area. She interacts with various internal and external stakeholders, ranging from Standard Bank Insurance Services and Standard Bank Business Support to various product houses. In the external environment, she liaises with various stakeholders from high value clients to Public Sector entities.

### Business Credentials and Skills

Razia has experience in all facets of personal banking from frontline duties to heading up a sales team. She has also fulfilled the role of Relationship Manager in Private Banking. In addition she has led an outbound call centre. Her skills therefore are in the areas of sales management, team leadership and relationship management.

### Personal and Professional Learning Objectives

Razia Cajee's objectives for the programme are to:

- Understand team coaching
- Understand that efficiency can be maintained whilst transformation is an imperative
- Understand how to operate an optimal team, and
- Network with other women on the programme to learn amongst other things how they successfully manage work life balance.