



# ALI AIZAZ BARI

## CONTACT

Mobile: +971 52 644 8033  
Email: [aliaizazbari@gmail.com](mailto:aliaizazbari@gmail.com)  
Address: Dubai  
Nationality: Pakistani

## PROFILE

Ali Aizaz Bari possesses over 13 years of diversified professional experience in the field of Lubricants and Construction Companies.

I believe in creating business value through relationship. With an extensive experience of working in renowned companies, I have developed well-established skills to astutely provide strategic and tactical vision and leadership that enables sales teams to complete challenging in projects.

## SKILLS

### Computer Skills:

Microsoft Excel | Microsoft Power Point | Microsoft Word

### Corporate Skills:

Corporate Sales | B2B Sales | Key Accounts Management | Logistics Management | Administration Management | Data Analyst | Procurement Analyst | Operational Planning & Administration Skills | Strategic Innovation, Planning, Budgeting & Development | Risk Management | Team Leadership & Management | Coaching & Mentoring | Negotiation & Persuasion Skills

## WORK EXPERIENCE

### MANAGER ADMIN AND PROCUREMENT

• July- 2016 – July- 2023

#### CHINA STATE CONSTRUCTIONS ENGINEERING CORPORATION

I have led crucial administrative functions that are vital to the organization's efficiency and success. My role has encompassed a wide range of responsibilities, showcasing my ability to excel in a multifaceted environment. I've adeptly managed administrative teams, fostering a culture of excellence, teamwork, and accountability. This leadership has been pivotal in maintaining smooth operations and achieving our strategic goals. My extensive experience in procurement has resulted in substantial cost savings, with a proven track record in reductions through strategic supplier negotiations and cost-effective procurement practices. I consistently ensure that the company receives quality materials and services while adhering to budget constraints. Efficiency and process optimization have been at the forefront of my responsibilities. I've successfully implemented streamlined administrative processes, significantly improving workflow efficiency and enhancing overall productivity within the organization.

Budget management has been a core focus, with a demonstrated ability to manage budgets. I allocate resources judiciously to meet project requirements while maintaining stringent financial discipline.

### TOTAL OIL PAKISTAN PRIVATE LIMITED

• Dec- 2011 – June- 2016

#### Zonal Sales Manager

I led a high-performing sales team, consistently surpassing regional sales targets and achieving revenue increase during my tenure. My strategic acumen enabled the expansion of market share by identifying and penetrating new market segments, resulting in substantial growth.

I fostered strong customer relationships and maintained exceptional customer satisfaction through effective communication and prompt issue resolution. Additionally, I implemented sales training programs, enhancing the team's product knowledge and sales techniques, which further boosted our market presence. My responsibilities also included formulating and executing robust sales strategies, conducting market analysis to identify growth opportunities, and closely monitoring competitor activities. My hands-on approach in managing key accounts and distributors ensured effective distribution and product placement.

My commitment to compliance with industry regulations and company policies resulted in a track record of zero regulatory violations and a reputation for ethical conduct within the organization.

In summary, my extensive experience in sales management, strategic planning, team leadership, and operational efficiency has had a transformative impact on the Lubricants company's regional performance, making me a valuable asset to the organization.

## EDUCATION

MBA – IT

• BZU – Multan

• 2010

B.Com.

• BZU – Multan

• 2008