

AZLAN ALI

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OBJECTIVE

I am an approachable, motivated, confident Sales Executive with the ability to excel sales targets and make a real difference in the organization's revenue generation.

SKILLS

- Microsoft Windows 98 / 2000 / Xp / 2007.
- Microsoft Word, Microsoft Excel, Microsoft Power Point, Microsoft Outlook.
- PIC Certified from TSI Quality Services

EXPERIENCE

➤ MUHAMMAD IQBAL RESTAURANT – PERSON IN-CHARGE

June 2023 – Currently Working

- Coordinate daily Front of the House and Back of the House restaurant operations
- Deliver superior service and maximize customer satisfaction
- Respond efficiently and accurately to customer complaints
- Regularly review product quality and research new vendors
- Organize and supervise shifts
- Appraise staff performance and provide feedback to improve productivity
- Estimate future needs for goods, kitchen utensils and cleaning products
- Ensure compliance with sanitation and safety regulations
- Manage restaurant's good image and suggest ways to improve it
- Control operational costs and identify measures to cut waste
- Create detailed reports on weekly, monthly and annual revenues and expenses
- Promote the brand in the local community through word-of-mouth and restaurant events
- Recommend ways to reach a broader audience (e.g. discounts and social media ads)
- Train new and current employees on proper customer service practices
- Implement policies and protocols that will maintain future restaurant operations

➤ BLUE HORIZON (REAL ESTATE IN DUBAI) – SALE EXECUTIVE

February 2023 (Part Time)

- Guide Customers and answers their property related query.
- Rent out property directly to customer.
- Sale Plots or Homes as per the customers requirement.
- Visit site and check all the legal documents to satisfy client.
- Manage all payment and document process with the help of lawyer legally.
- Maintain all records of Sale property and rented property.
- Maintain all record of customers for future need.

➤ **SDS BROTHERS – CRO (CUSTOMER RELATION OFFICER)**

June 2022 – January 2023

- Building and maintaining profitable relationships with key customers.
- Overseeing the relationship with customers handled by your team.
- Resolving customer complaints quickly and efficiently.
- Keeping customers updated on the latest products in order to increase sales.
- Expanding the customer base by upselling and cross-selling.

➤ **AL MIRAJ REAL ESTATE AND BUILDERS – SALE EXECUTIVE**

June 2018 – February 2022

- Guide Customers and answers their property related query.
- Rent out property directly to customer.
- Sale Plots or Homes as per the customers requirement.
- Visit site and check all the legal documents to satisfy client.
- Manage all payment and document process with the help of lawyer legally.
- Maintain all records of Sale property and rented property.
- Maintain all record of customers for future need.

➤ **PAKISTAN INTERNATIONAL AIRLINES, KARACHI**

2008 - 2018

➤ **Cargo Handling Service**

Major Responsibilities

- Ensures facility is secure at end of shift
- Responsible for the loading/unloading of 53 ft
- Operating a forklift (sit down, cherry picker)
- Willing to work night and/or weekend shifts
- Flexible in regards of working days and able to work OT as needed
- Ability to count and maintain a process flow
- Ability to read and follow simple instructions
- Ability to pass an Airport Badge security screening
- Transport shipments and materials to and from receiving area, staging area, or other area as designated
- Sort and place shipments and or materials on racks, shelves, or designated areas according to destination.

➤ **Aircraft Material Controller – 2012 – 2014**

Major Responsibilities

To control and schedule Coordinates and expedites flow of materials, parts, and assemblies between sections or departments, according to Maintenance schedules or department priorities.

➤ **Aircraft Engineer Helper – 2008 - 2011**

Major Responsibilities

Aircraft maintenance personnel to keep aircrafts in safe working condition by servicing engines, engine components and airframe components.

Aids in modifying and replacing part such as instrument wiring and tries.

EDUCATION

- B.Com from University of Karachi (in progress)
- Intermediate from Govt. Degree Commerce and Science College Malir
- Matric from Karachi Secondary Board.

**PERSONAL
INFORMATION**

Father's Name: Syed Hamid Ali
Emirates ID # 784-1990-1141712-0
Passport # AN1837101
Nationality: Pakistani
Date of Birth. March 25,1990
Marital Status Single

REFERENCES

WILL BE FINISH UPON REQUEST