



PROFILE

Accomplished professional with an Integrated BBA and MBA in HR and Marketing, bringing over a year of proven leadership experience in pharmaceuticals and warehouse management. Skilled in logistics, shipping coordination, and international trade operations. Possessing hands-on expertise across diverse sectors, including banking, automobiles, and human resources. Adept at optimizing supply chain processes, managing teams, and ensuring compliance with regulatory standards, with a focus on achieving operational efficiency and customer satisfaction.

PERSONAL DETAILS

Date of Birth

11th September 1997

Nationality

Indian

Address

Dubai, United Arab Emirates

CONTACT

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LANGUAGES

English

Urdu

Kashmiri

AQIB IBRAHIM

MBA (HR & MARKETING)

EDUCATION

Cluster University Srinagar

2023

Masters of Business Administration (MBA) in Human Resources and Marketing

WORK EXPERIENCE

Safe Box International Cargo Packaging & Movers

Business Development Executive

Dubai, United Arab Emirates

Sep 2024 – Present

- Drove new business opportunities by targeting high-potential clients in logistics and international shipping.
- Played a key role in expanding the company's market presence through effective networking and partnerships.
- Identified and targeted potential clients, resulting in a significant rise in new accounts.
- Negotiating contracts and rates with shipping partners and clients.
- Maintained strong relationships with clients, ensuring high customer satisfaction and repeat business.
- Collaborated with operations teams to streamline shipping processes and improve efficiency.
- Enhanced customer satisfaction by offering tailored shipping and packaging solutions.

The Dewan By Royal Naqash

HR Executive

Srinagar, Jammu & Kashmir

Jan 2024 – May 2024

- Recruitment and selection: sourcing candidates, conducting interviews, and hiring suitable candidates.
- Onboarding: facilitating the orientation process for new employees.
- Training and development: identifying training needs, organizing training programs and tracking employee development.

Y.S Traders

In-charge in Pharmaceuticals warehouse

Srinagar, Jammu & Kashmir

Sep 2020 - April 2021

Sep 2021 - April 2022

- Managed inventory, ensuring accurate stock levels and timely replenishment.
- Implemented quality control procedures meeting industry standards.
- Optimized warehouse layout and processes for efficiency and error reduction. Upheld safety protocols and pharmaceutical handling compliance.

INTERNSHIPS

HDFC Bank Intern

Srinagar, Jammu & Kashmir

April 2023 – May 2023

- Explored customer perceptions of online and offline services.
- Analyzed customer behavior, enhancing understanding of needs and preferences.
- Evaluated banking service channels for effectiveness and improvement.
- Interpreted and translated customer feedback data into actionable strategies.

Shuhul Automobiles Pvt. Ltd. (Subsidiary: Shuhul Mahindra)

Human Resources Intern

Srinagar, Jammu & Kashmir

Dec 2019 – Feb 2020

- Participated in recruitment procedures and onboarding of new team members.
- Assisted in organizing comprehensive training programs.
- Gained insights into HR policies and their alignment with business objectives

RELEVANT SKILLS

- Sales Strategy and Lead Generation
 - Client Relationship Management
 - Negotiating and Closing Deals
 - Team Leadership & Supervision
 - Time management and Multitasking
 - Inventory management
 - Communication & interpersonal skills
 - Adaptability and quick learner
 - Problem Solving & Decision Making
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