



Safdar Abbas

Business Development and Operations
Management Professional

WORK EXPERIENCE

5-4-2023-2-5-2024

Dream Draw LLC (UAE)

Area Development Representative

Developed and executed strategies for sustainable business growth. - Achieved income targets through membership expansion and reduced attrition. - Managed budgets to ensure alignment with income and expenditure targets. - Enhanced digital presence to increase local community awareness and new acquisitions. - Demonstrated expertise in income generation and program strategy development.

3-1-2022-15-8-2023

Medihome Medicine Trading LLC (UAE)

General Manager

Directed business operations, including sales, procurement, and financial management. - Formulated strategic plans for revenue growth and market expansion. - Maintained high-quality relationships with key stakeholders. - Led teams to achieve operational excellence and customer satisfaction. - Implemented cost-saving initiatives to boost efficiency and profitability. - Ensured compliance with regulatory requirements and industry standards.

1-2-2017-30-12-2022

Aone International Pvt LTD (Pakistan)

Project Manager (Shipping, Customs Clearance - Air and Sea)

Managed shipping and customs clearance projects, ensuring compliance and timely delivery. - Oversaw project planning, budgeting, and resource allocation. - Coordinated with internal teams and external vendors for smooth execution. - Conducted risk assessments and implemented mitigation strategies. - Provided leadership and mentorship to project teams.

4-2-2013-30-12-2024

Metro Plastic Industries Ltd (Tanzania)

Marketing Manager

Developed and executed marketing strategies to promote products and services. - Led digital marketing campaigns, increasing traffic, leads, and

ABOUT ME

Results-driven professional with extensive experience in business development, operations management, and project leadership. Proven track record in driving revenue growth, optimizing processes, and delivering exceptional customer service. Seeking a challenging role in Luxembourg where I can leverage my expertise to contribute to organizational success.

CONTACT

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📅 31-7-1979
💍 Married
🌐 Pakistani

SKILLS

-Strategic Planning- Expertise in developing and executing business strategies. -Operations Management, Proficient in managing day-to-day operations to ensure efficiency. - Project Leadership, Experienced in leading projects from inception to completion. -Financial Management, Skilled in budgeting and financial oversight. -Customer Service, Committed to delivering exceptional service and building long-term relationships. - Marketing, Developed and executed marketing strategies to drive growth. - Supply Chain Management, Managed and optimized supply chain

sales. - Conducted market research and competitor analysis to identify trends. - Coordinated product launches and promotional activities. - Managed marketing budgets to maximize ROI. - Maintained strong relationships with stakeholders.

5-1-2010-24-1-2013

Transglobe Shipping Pvt Ltd (Pakistan)

Manager

Managed import/export operations, ensuring proper documentation and compliance. - Resolved customer and agent inquiries, maintaining strong business relationships.

1-2-2006-29-12-2010

Sajwani Exchange (UAE)

Service Manager (Money Exchange/Sale/Purchase of Foreign Currencies)

Managed foreign currency transactions and remittances. - Corresponded with overseas banks to facilitate smooth transactions.

9-7-1997-29-12-2005

Transglobe Shipping Pvt Ltd, (Pakistan)

Customer Service Representative(Sea &Air)

Managed customer service tasks, including HBL issuance, freight collection, and customs documentation.

EDUCATION

3-5-1995

Commerce

Broad of Intermediate Education, Karachi

ADDITIONAL INFO

Internet Personal Skills. Enhanced skills in digital communication and online tools. -Customer Service,Trained in delivering high-quality customer service.

INTERSET

- Languages & Culture:
Passionate about learning new languages.
Technology:
Volunteering:
Actively

processes. -Regulatory Compliance,Ensured adherence to industry regulations and standards. - Team Leadership, Strong leadership skills with a focus on team development. -Problem-Solving, Analytical thinker capable of identifying and resolving complex issues.

LANGUAGES

- English
- Hindi
- Professionally