

# Sajid Ali

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A dynamic Team Leader in warehousing & retail business with 10 years of experience directing activities of work groups. Problem solver, net worker and consensus builder. Implementing sales goals & targets, maximizing potential growth of stores, collecting costumers feedback also experienced of complex costumer inquiries. Passionate about building strong customer relationships, driving organization loyalty & increasing costumer engagement. An organized person with the ability to prioritize and multitask. A reliable person with patience and professionalism. A Hardworking team player bringing necessary experience and knowledge to tackle any operational demand.

## WORK EXPERIENCE

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<b>2022 – current</b>	<b>Team Leader</b>	<b>Pemaxx Technologies</b>	<b>Dubai (UAE)</b>
	<ul style="list-style-type: none"><li>▪ Managing a sales team and providing leadership, training and coaching.</li><li>▪ Tracking sales goal and reporting results as necessary.</li><li>▪ Overseeing the activities and performance of the sales team.</li><li>▪ Recruiting sales executives to increase size and sales of the company.</li><li>▪ Analysis and presenting competitor and sales activities.</li><li>▪ Managing organizational sales by developing a business plan that covers sales, revenue and expense controls.</li></ul>		
<b>2018 – 2022</b>	<b>Warehouse Manager</b>	<b>Gourmet Foods</b>	<b>Islamabad (Pakistan)</b>
	<ul style="list-style-type: none"><li>▪ Giving targets to sales team for sales enhancement and also providing mentor-ship and training for target achievement.</li><li>▪ Collaborate with channel partners to build joint marketing programs and increase partner-sourced contribution to the business.</li><li>▪ Conduct training sessions of staff about sales improvement and Customer Service.</li><li>▪ Monitoring 12 Stores for their sales, return, inventory, purchasing, shops profit &amp; loss and all other issues related to shops operation.</li><li>▪ Working as a bridge between shops and other all departments related to sales and other issues.</li></ul>		
<b>2016 – 2018</b>	<b>Branch Manager</b>	<b>Gourmet Foods</b>	<b>Islamabad (Pakistan)</b>
	<ul style="list-style-type: none"><li>▪ Dealing with Customers regarding their issues and also for promotion of company products.</li><li>▪ Manage all orders of bakery as well as grocery items for ensuring product availability.</li><li>▪ Assisting the audit team to lead in planning, execution and reporting of audit assignment.</li><li>▪ Reconcile shops date like expenses, daily inventory reports according to company SOP.</li><li>▪ Coordinate with fellow departments to monitor inventory and determine supply needs.</li></ul>		

<b>2015– 2016</b>	<b>Floor Supervisor</b>	<b><i>Jalal Sons</i></b>	<b>Lahore (Pakistan)</b>
	<ul style="list-style-type: none"> <li>▪ Coordinate with relevant departments for equipment repairs and maintenance.</li> <li>▪ Participate in achieving the organization’s goals to set targets of the brand and ensure proper implementation of the company SOP.</li> <li>▪ Carry out functional supervisory responsibilities that include planning and assigning tasks and deadlines, monitoring results and quality, providing training and relaying team’s requests to hierarchy.</li> </ul>		
<b>2013– 2015</b>	<b>Storekeeper</b>	<b><i>Naeem Electronics</i></b>	<b>Lahore (Pakistan)</b>
	<ul style="list-style-type: none"> <li>▪ To follow-up overall inventory.</li> <li>▪ Ensure indents are raised &amp; proper documentation is completed on a timely basis for requisition of items; responsible for store inventory, documentation &amp; record keeping .</li> <li>▪ Generate materials received, Input production data according to purchase order in computerized inventory system also create purchase order, price negotiations reports.</li> <li>▪ Tagged merchandise and neatly stocked on shelves and display areas.</li> <li>▪</li> </ul>		
<b>2011– 2013</b>	<b>Branch Cashier</b>	<b><i>Naeem Electronics</i></b>	<b>Lahore (Pakistan)</b>
	<ul style="list-style-type: none"> <li>▪ Address customer needs and make products recommendations to increase sales.</li> <li>▪ Operate cash tills, checks, and credit card transactions with excellent accuracy levels.</li> <li>▪ Build relationships with Customers to encourage repeat business.</li> <li>▪ Work closely with shift managers to solve problems and handle customer concerns.</li> </ul>		

## RELEVANT SKILLS

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- **Computer skills:** Microsoft Office, Point of Sales (POS), Retail management system, Data Entry.
- **Professional/Social:** Teamwork, Project- Management, Communication, Leadership, Organization, Problem-solving, Attention to detail ....
- **Languages:** Native Language Urdu, English (Fluent), Other Language Punjabi (Fluent)

## EDUCATION

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<b>2010</b>	<b><i>Secondary School</i></b> Business Administration	<b>BISE (Gujranwala, Pakistan)</b>
<b>2017</b>	<b><i>High School</i></b>	<b>Govt. High School No: 1 (Gujranwala, Pakistan)</b>

## PROFESSIONAL CERTIFICATIONS

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- 3 months diploma in basic office automation. (2010)
- Brand training & workshop from Gourmet School of Excellence. (2019)