



ADIL AHMADZADA

Excellent Professional

PERSONAL PROFILE

As a Black Belt Six Sigma Professional Honored By Project Management Institute (USA), Yellow and Green Belt Six Sigma Professional Honored By Kennesaw State University and By The System of Georgia University I can manage, improve and lead the teams during the business.

WORK EXPERIENCE

BUSINESS DEVELOPMENT MANAGER - GALATINE & CASPIAN EXPRESS

Azerbaijan, Baku | July 2022- present

- Achieving business goals and revenue targets.
- Overseeing daily operations, managing budgets, and setting performance objectives.
- Recruiting, training, and supporting general managers as well as conducting regular performance appraisals.
- Developing and implementing business, marketing, and advertising plans.
- Managing internal and external stakeholder relations and negotiating contracts.
- Planning, evaluating, and optimizing operations to be efficient and cost-effective.
- Ensuring products and services comply with regulatory and quality standards.
- Ensuring company standards and procedures are followed.
- Preparing and presenting monthly, quarterly, and annual statements, analyses, and reports of operations and finances.
- Dealing with escalated customer issues, incident reports, and legal actions.

REGIONAL COUNTRY MANAGER / Project Developer - ASOS COMPANY

Azerbaijan, Baku / Turkey | Dec 2021- July 2022

- Coordinating with cross-discipline team members to make sure that all parties are on track with project requirements, deadlines, and schedules.
- Meeting with project team members to identify and resolve issues.
- Submitting project deliverables and ensuring that they adhere to quality standards.
- Preparing status reports by gathering, analyzing, and summarizing relevant information.
- Keeping abreast of advancements in engineering and production, and sharing knowledge with co-workers.
- Identifying, documenting, and reporting unsafe practices.

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SKILLS SUMMARY

- Project Management
- Engineering Solutions
- Sustainable Development
- Engineering Management
- Staff and User Training
- Process Improvement

AWARDS RECEIVED

 Six Sigma Green Belt / Kennesaw State University

 Six Sigma Yellow Belt / The System Of Georgia University

 Project Management / Rice University

 Six Sigma Black Belt / Project Management Institute / USA

Autodesk CAD/CAM/CAE for Mechanical Engineering / AUTODESK

ICPM Certified Supervisor /ICPM

Strategic Management and Innovation Copenhagen Business School

Strategising: Management for Global Competitive Advantage / Macquarie Business School

Search Engine Optimization (SEO) / UCIDAVIS

International Marketing & Cross Industry Growth / YONSEI UNIVERSITY

THE World Economy / Moscow State University

Corporate Entrepreneurship: Innovating within Corporations / Maryland University

- Establishing effective project communication plans and ensuring their execution.
- Facilitating change requests to ensure that all parties are informed of the impacts on schedule and budget.
- Coordinating the development of user manuals, training materials, and other documents as needed to enable successful implementation and turnover of the process or system to the clients.
- Identifying and developing new opportunities with clients.
- Obtaining customer acceptance of project deliverables.
- Managing customer satisfaction within the project transition period.
- Conducting post-project evaluation and identifying successful and unsuccessful project elements.

Production Engineer - AFF COMPANY (LUMUN & PASHA HOLDING)

Azerbaijan, Baku | Dec 2020- Dec 2021

- Supervising the manufacturing processes, ensuring quality work is done in a safe, efficient manner.
- Liaising with other engineers to develop plans that improve production, costs, and labor required.
- Diagnosing problems in the production line and providing recommendations and training.
- Establishing safety procedures and protocols that take the workers' well-being into account, and that also minimize the carbon footprint.
- Keeping abreast of advancements in engineering and production, and sharing knowledge with co-workers.
- Identifying, documenting, and reporting unsafe practices.
- Drawing up production schedules and budgets for projects.
- Scheduling meetings with relevant departments and stakeholders.
- Analyzing all facets of production and making recommendations for improvement.
- Obtaining any materials and equipment required.

Manufacturing Sales Engineer - Sumgait Technologies Park

Azerbaijan, Baku | Dec 2019- Dec 2020

- Preparing and developing technical presentations to explain our company's products or services to customers.
- Discussing equipment needs and system requirements with customers and engineers.
- Collaborating with sales teams to understand customer requirements and provide sales support.
- Generating high-quality sales leads, following up after initial contact, securing and renewing orders, negotiating prices, completing sales, and arranging deliveries.
- Researching, developing and modifying products to meet customers' technical requirements and needs.
- Helping customers who have problems with installed products and recommending improved or upgraded materials and machinery.
- Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers.
- Identifying areas for improvement and communicating these issues as well as possible solutions to upper management.
- Setting and achieving sales goals and quotas.
- Training other members of the sales team on the technical aspects of the company's products and services.

EDUCATIONAL HISTORY

Azerbaijan State Oil and Industrial University

Master of Engineering | Sep 2021 - Jul 2023

Azerbaijan State Oil and Industrial University

Bachelor of Engineering | Sep 2014 - Jul 2018 GPA: 85.83

Rice University, United State of America (USA)

Master of Project Management | Dec 2019 - Nov 2020

GPA: 95%

Alison University, UK CPD Certified

Diploma in Business Administration | Sep 2020 - Jun 2021

Score 90.00

Project Management Institute, USA

Lean Six Sigma Black Belt | Jan 2021 - Aug 2021

Rochester Institute of Technology

Master of Project Management | Mar 2022 - Currently
studying Program: EDx online distance education

LANGUAGE SKILL

Azeri - Native

English - Advanced

Russian - Intermediate

Turkish - Native

Italian - Pre Intermediate