Alakbar Nasirov

Junior Developer

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D.O.B: 04.05.1986



Goals

Driven web developer who welcomes challenging projects and enjoys working with all sorts of personalities. Experienced in scripting and cyber security as well as design patterns. Looking for a developer position upon graduation. Ambitious problem-solving web developer who is continually boosting a powerful set of technology skills. Enjoys working with personnel in all areas of the company to help boost profits and improve opportunities. Seeking a position that requires participation in a large volume of website projects. Self-motivated web developer . Passionate and hardworking with a penchant for meeting deadlines. Interested in a role with a company that promotes best practices and offers a wealth of customer projects.

	Skills —	
HTML	CSS	JavaScript
jQuery	Bootstrap	CRM software management
MS Office	Troubleshooting	

Experience -

Carlson Wagonlit Travel Consultant 05/2019 - наст. время

- Travel Consultant-Explained benefits of purchasing travel insurance with clients and ensuring complete understanding.
- Maintained thorough correspondence with customers between booking and travel, ensuring timely receipt of payments and dispatch of relevant documents.
- Liaised with customers to determine travel needs, budgets and preferences, utilising results to inform product offerings and identify opportunities for upselling and cross-selling.
- Utilised expertise in travel to offer customers well-informed advice on trips.
- Processed payments and established payment plans on behalf of customers, offering multiple payment methods to maximise sales.
- Responded immediately to clients' questions, issues, and complaints and found effective solutions when required.
- Used promotional techniques to sell tour packages, exceeding monthly sales
- Introduced new CRM software to improve client follow-up, increasing lead conversion.

Experience

InvestAZ

Business Analyst 10/2018 - 02/2019

- Computed, recorded, and proofread data, records and reports.
- Executed system configurations based on business requirements.
- Diminished process gaps, supervising claims analysts and clerks to ensure optimal productivity.
- Provided operational support for high-volume financial institution in 24/7 uptime environment.
- Met end-user goals by supporting strategic planning initiatives for applications.
- Documented process flows and developed requirements for functional improvements and enhancements.
- Created and executed marketing/PR campaigns, including new product introductions and existing product development.
- Worked with cross functional resources to implement direct marketing programmes, increase in customer base.
- Analysed businesses of varying sizes to determine financial impact of potential investments.

Max Print

Corporate Sales Manager 06/2017 - 08/2018

- Handled customer complaints with empathy and composure.
- Proactively participated in meetings and helped create new practices.
- Answered calls, responded to emails, and spoke with clients face-to-face.
- Processed a range of documentation and entered information into databases.
- Consistently met my short and long-term targets.
- Pitched ideas on how to improve performance and efficiency.
- Helped management to identify workflow issues and find solutions.

Division LLC Operator Assistant03/2011 - 05/2017

- Consistently met my short and long-term targets.
- Handled customer complaints with empathy and composure.
- Proactively participated in meetings and helped create new practices.
- Assisted with day-to-day operations of facility, including scheduling and customer service.
- Maintained excellent customer, staff, manager and stakeholder relationships by going the extra mile to attend to needs and requests.
- Assisted operations manager with planning of routine operations and special projects.
- Managed and maintained file system covering expenses, reports and support documentation.
- Gathered, organised and modelled data to assist management in making key decisions.
- Acted as a key client contact to quickly and accurately resolve queries for continued client satisfaction.
- Worked effectively in a team of five web coders to develop end-to-end web app development and saw client projects through their full lifecycle, thus ensuring 100% on-time delivery and working within clients' budgets
- Consulted clients to determine their product specifications throughout the development process, increasing customer satisfaction by 23% and reducing rework costs
- Fixed bugs in existing websites and assisted clients in fixing problems in their website functions from the backend

Experience -

Old Gates Hotel

Sales manager 07/2009 - 08/2010

- Increased sales by through implementing initiatives.
- Cultivated relationships with realtors, prospects and buyers to drive profit opportunities.
- Improved quote processing, conversion rates and field accompaniment ratings by controlling monthly team sales budgets.
- Identified and solved complex strategy problems to impact sales management and business direction.
- Created professional sales presentations to creatively communicate product quality and market comparisons.
- Strengthened profit opportunities by effectively managing time and resources to meet sales objectives.
- Hired and trained all sales staff for new store location.
- Trained in negotiations and time management.
- Collected customer and market feedback and reported information to company leadership.
- Recruited, interviewed and hired people who would add value, a positive attitude and knowledge to sales team.
- Retained existing customers and substantially grew customer base, product line and sales volume.
- Wrote sales slips and sales contracts.

Red Lion Hotel

Receptionist 07/2008 - 07/2009

- Resolved issues swiftly and efficiently in a friendly, supportive manner.
- Directed clients to appropriate personnel to address concerns, resolve complaints or answer account-related questions.
- Warmly greeted customers , qualifying reason for visit and providing accurate information to maintain positive working relationships.
- Oversaw office inventory by restocking supplies and submitting purchase orders.
- Scanned, photocopied and filed documentation, utilising meticulous attention to detail to reduce errors.
- Diplomatically handled queries, concerns and complaints in person, by phone and email
- Aggregated and prepared documentation and reports for office meetings, distribution and filing.
- Answered enquiries and addressed, resolved or escalated issues to management personnel to ensure client satisfaction.
- Greeted customers and visitors in person and via telephone calls.
- Represented office personnel and company brand in regular client correspondence.
- Monitored and screened visitors to verify accessibility to inter-office personnel.

Absheron Hotel

Waiter 10/2007 - 12/2008

- Prepared food tableside, including carving meats, boning fish and fowl and preparing flaming dishes.
- Assisted guests with making menu choices in informative and helpful fashion.
- Resolved complaints from guests by listening to issues and notifying restaurant manager.
- Maintained personal knowledge by completing in-house training, keeping upto-date with current promotions, special dishes and new products to assist customers
- Welcomed guests with personable attitude and smile, offering to bring beverage orders while reviewing menu options.
- Adhered to quality expectations and standards.

Education ————		
Azerbaijan International University 2004 - 2010	Financial and Credit	
2020	Participant of the second Karabakh war .	

Xidməti xasiyyətnamə

Verilir 4 may 1986-cı ildə Bakı şəhərində anadan olmuş, azərbaycanlı, evli, əvvəllər məhkum olunmamış, 27 sentyabr 2020-ci ildən başlanan Vətən müharibəsində 888 nömrəli hərbi hissə 4-cü taborun tərkibində atıcı kimi iştirak etmiş əsgər Nəsirov Ələkbər Fuad oğluna.

Əsgər Nəsirov Ələkbər Fuad oğlu Respublika Prezidenti, Silahlı Qüvvələrin Ali Baş Komandanı cənab İlham Əliyevin Respublika ərazisində qismən səfərbərlik elan etməsi haqda sərəncamına uyğun olaraq Səfərbərlik və Hərbi Xidmətə Çağırış üzrə Dövlət Xidməti tərəfindən səfərbərliyə çağırılmış və Fizuli, Xocavənd, Xocalı istiqamətində gedən döyüşlərdə iştirak etmişdir.

Vətən müharibəsində iştirak etdiyi müddətdə cəsur bir döyüşçü, silahlara, hərbi texnikaya yaxından bələd olan və onlardan düzgün istifadə etməyi bacaran əsgər kimi xarakterizə olunur. O, müharibə və sülh dövründə komandirlərin, rəislərin əmrlərini, döyüş tapşırıqlarını qüsursuz yerinə yetirmiş, ağır döyüşlərdə şücaət nümunələri göstərmişdir.

Möhkəm xarakterlidir, məsuliyyətlidir, zabit və əsgər heyəti arasında hörmət qazanıb. Əsgər yoldaşlarına qarşı hər zaman anlayışla yanaşıb, səmimi münasibət qurmağı bacarıb. Ən çətin anlarda, ekstremal vəziyyətlərdə dəfələrlə əzm və fədakarlıq, iradə nümayiş etdirib.

Nəsirov Ələkbər xidməti dövründə Azərbaycan Dövlətçiliyinə, Ali Baş Komandana sadiqlik nümayiş etdirən, həmçinin vətəninə, xalqına bağlı bir əsgər olub.

Əsgər Nəsirov Ələkbər hərbi və dövlət sirrini qorumağı bacarır, mənəvi və fiziki baxımdan sağlamdır.

4-cü tabor komandiri

Elbrus Quliyev

