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**Rakif Hasanli**

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**EXPERIENCE:**

**2013-2014 AZFEN Joint Venture, Cost and Proposal Engineer Baku, Azerbaijan**

- Preparation of commercial and technical proposals for tender projects
- Internal kick-off meetings
- Preparation of estimates using the Customer's own enquiry and specifications
- Liaising with component suppliers when necessary.
- Liaising between departments in order to prepare accurate estimates.
- Preparation and submission of formal quotation documents to Customer in a timely manner
- Processing of received Customer purchase orders
- Issue of orders (paper and electronic) to the Commercial Manager.

**January, 2012– March, 2012 AZERCELL Ltd, Marketing coordinator Baku, Azerbaijan**

- Investigation of potential clients and customers
- Preparation of mobile marketing proposals for small and middle size companies.
- Making appointments with company marketing ,managers and introducing the proposal
- Creating a coordination between client's and company's management
- Increasing company product sales to external customers
- Providing company with long term customer relationship
- Promotion of company products throughout the publicity in social network

**June, 2011– September, 2012 YASHAR Ice-cream Ltd(Mado Café) Baku, Azerbaijan**

- Advertising Products to customers
- Introducing company products via conferences
- Carrying out promotional activities by using different promotional tools
- Dealing with company management about the emerging issues

**June, 2010 –September 2010, Turkish Finance bank, Credit analyst Baku, Azerbaijan**

- Analyzing credit paying ability of customers and reporting to the management
- Dealing with customers who have problems with debt paying ability
- Cooperating with different divisions, integrating all the credit activities of the company

**EDUCATION: Durham University Durham, United Kingdom**

- MSc in Finance and accountancy
- Graduation: 2015(still studying)

**Qafqaz University Khirdalan, Azerbaijan**

- Business Administration
- Gradutaion: 2008(honor's diploma)

**COMPUTER** MS Office, Eviews 7, Finsas(Financial Statement Analysis)  
**Additional Spoken Language:** Azerbaijani, English, Russian, Turkish

**TRAININGS and CERTIFICATES**

- Presentation skills certificate from AZERCELL LTD
- Microsoft Excel certificate from TEKFEN Engineering Ltd
- Certificate from Durham University( Zurich Study Tour)
- Marketing and PR certificate from AzMarketing LTD
- Primavera program training, AZFEN JV
- CFA training, Durham University
- Leadership training, Qafqaz University

**INTERETS:** Football, Judo, Music, Fantasy films, Detective books