**AYDIN ALI**

105 BLACKTHORN ROAD, ILFORD, ESSEX, IG1 2NS

AYDIN.ALI91@HOTMAIL.COM

07388521079

**PROFILE**

A skilled B2C & B2B consultative salesperson with a hunger to speak with HNW and UHNW sophisticated investors/individuals. Extremely self-motivated as I understand what it takes to win business and execute a high caliber of service when presenting myself and the company I work for. I am highly articulate and can hold a conversation at all levels, but I look to speak with individuals who have an eye for the finer things in life. I have experience presenting myself eloquently and talking with decision makers within businesses. Now it’s time for me to make the bridge to a very ambitious company where I can feel at home with my unique and distinguished skill set.

**KEY SKILLS**

* B2C / B2B client HNW / UHNW consultative communication
* Smart image / high level face-to-face presentation
* Self-generation of Leads and qualified enquires.
* Persuasive flair / high level individual and corporate negotiation skills
* Target orientated “Numbers on the board do the talking” attitude.

**EMPLOYMENT HISTORY  
  
Cavendish Hair Clinic – (Nov 2022 – Present). Co-Founder**

Cavendish Hair Clinic, located in Cavendish Square just a short stroll from Harley Street in the bustling heart of London, offers a range of hair restorative procedures provided by expert surgeons with 40+ years of experience. We have gained notoriety as market leaders, through our extensive track record of providing the best quality consultations, procedures and aftercare at an unbeatable rate and a 12-month satisfaction guarantee.

**Career Break – May 2022 – November 2022.**

**Harley Street Healthcare – (Nov 2020 – Mar 2022). Senior Sales Consultant**

Harley Street Healthcare are leaders in the field of hair restoration. All of Our branches are located in the UK's most exclusive and prestigious locations including Harley Street, London's premiere medical district, Kings Cross London, King Street in Manchester and Birmingham's Victoria Square. We also have branches conveniently located in Milton Keynes as well as Sheffield.   
We use scientific innovations to serve our patients with compassion and adopt a patient centered approach based on results. Harley Street Healthcare is registered with the UK's Care Quality Commission and exceeds regulatory standards.  
  
We have had thousands satisfied patients and our success comes as a direct result of our patient's who have recommended us to their friends and family.   
  
We understand the impact hair loss can have on you as well as how a surgical hair restoration procedure can change your life, that's why we take pride in being passionate about restoring your hair and restoring your confidence.

**Duties:**

* B2C face-to-face prospect communication
* High level product knowledge
* Cold/Warm approach on a daily basis
* Upselling and cross-selling ethically
* Operation management

**Achievements:**

* First month - £106,000 Billings in the month of January 2021
* Q1 billings - £345,000
* Annual billings for 2021 - £946,000
* Top sales record across the London office.

**Cloudstream Global (Techstream Global)** – **(Sep 2018 – May 2022).  
Recruitment Consultant**CloudStream is an innovative and diverse global services provider, which is focused on supporting and transforming technology development, talent, and operations. CloudStream develops “Intelligent Talent Solutions” that are individually designed to meet the high technology demands of an ever-changing world. Every client solution is centered around our core values, Passion, Expertise, Integrity, and Innovation.  
Our teams focus on 5 core sectors, namely FinTech, SciTech, DigiTech, ConsulTech, and CriticalTech, and our expertise sit within Development & Architecture; Digital, Analytics & Data Science; Infosec & Cyber Security; Infrastructure & DevOps; Transformation & Release.

**Capita IT Resourcing – (August 2017 – Sep 2018)**

**Recruitment Consultant**

Capita IT Resourcing is a specialist IT recruitment business and part of Capita plc. We have extensive experience of supplying a broad spectrum of IT and communications professionals to small, medium and large businesses. Because of this, we are uniquely placed to provide a complete IT resourcing solution to both public and private sector clients. Each of our consultants is a specialist in a different area of IT, ensuring that we thoroughly understand your requirements and skills.

I am leading the growth of our IT practice within Capita's IT Resourcing and Development division covering our Infrastructure and development consultancy solutions and recruitment (contingency, retained, Employed Consultant and Novus academy) in Networks, Security, Storage, Java, PMO and Business Analyst across key European locations.

**Duties**

* Business Development
* Resourcing
* Recruitment
* Headhunting

**Square One Rescources – (March 2017 – August 2017) Recruitment Consultant**

Established in 1995, Square One place IT, ERP and Pharma specialists into permanent or contract roles. We believe in building long-term relationships with both job seekers and clients, and this is demonstrated in everything we do. As such, we have clients and contractors that are still working with us since we opened over 20 years ago, which speaks volumes.

Based in London and Warsaw, we have over 120 employees, and strive to achieve a great balance of skilled recruiters and back-office support. Square One are specialists in name, but better still, specialists in nature; with each consultant dedicated to working one industry and knowing it well. Our five core values help us to fulfil our company vision, ensuring quality is not compromised.

**Duties:**

* Business Development
* Resourcing
* Recruitment
* Headhunting

**Intro Capital (April 2015 – Feb 2017)**

**Land Broker**

Intro Crowd are pioneers in strategic land investment. Strategic land is the name for greenfield sites adjacent to existing settlements in areas that have experienced a high growth in population. Through our crowdfunding platform we give investors an opportunity to invest in strategic land and share in the profits when it is sold for housing development.

Investors hold shares in an Investment Vehicle which owns the strategic land proportional to the amount they put in. After the land has been funded by members of our platform, we manage the planning permission process.

Typically, obtaining planning permission causes the value of land to increase – at this point the land will be sold to a housing developer and the returns distributed to investors. The entry level for investment is £1,500 and then in further increments of £500. There is a 2% investment fee, and a one-off initial management fee which varies across different sites. Intro Crowd also takes a 2% success fee on land sales.

* B2B/B2C general tax bracket investors
* Opening /Closing on all enquires
* High Level corporate/style face –to face
* Constantly learn about traditional markets to understand my clients’ portfolios

**PH Media Group (August 2014 – March 2015)**

**Media Development Executive**

PH Media Group is a market leader in audio branding for medium to large businesses, with the likes of Coca Cola, Audi and Adidas as their clients PH Media always aims for the top level of service within its field to retain its title of being a dominant market leader. My duties within this company were to drum up business on a B2B level and appointment set the decision makers of medium and large companies. My style of communication within this role was of a consultative nature and I used the information my clients gave me as a platform to then sell back to them. I strongly believe that a product is sold well if the business development professional sells himself, the company and lastly the product at the highest level only then will a prospect feel that the value of the product exceeds the price.

**Duties**

* B2B/B2C general tax bracket investors / retail clients contact
* Opening /Closing on all enquires
* High Level corporate/style face –to face
* Constantly learn about traditional markets to understand my clients’ portfolios

**EE (September 2010 – August 2014)**

**Senior Sales/Store Manager**

EE is a market leading telecommunications organization that allows the sale of mobile phones and tablets through the monthly contracts or direct sales of goods, with a business model that utilizes the stock of all dominant mobile providers being marketed on the frontline to the public. My duties were on a B2C standard where I had to cold approach prospects who came into the store, rather than just selling a product I developed a style where I listen to my prospects before pitching a relevant product that we had in the store. Client retention and satisfaction is key within the company that I am awarded a bonus once I hit a threshold of over 85% client satisfaction and being able to confidently say that I have retained that percentage as well as cross selling and upselling requires an ethically consultative client facing sales executive. Became number 1 store within the industry and managed a team of Sales Consultants.

**Duties**

* B2C face-to-face prospect communication
* High level product knowledge
* Cold approach on a daily basis
* Upselling and cross-selling ethically

**ACADEMIC QUALIFICATIONS**

**Havering College of Further and Higher Education**

National Diploma in Business Management Studies – **DDM** Achieved

**Loxford School of Science and Technology**

6 A\*-C GCSE’s Gained

Maths **B**

English **B**

English Lit **C**

Science **C**

Art **A**

Textiles **A**