Office Automation-2019

WordPress and Drupal

Adobe Photoshop

Adobe Illustrator

**SOFTWARE SKILLS**

Negotiation

Research

Teamwork

Public Communication

Email Marketing

Sales and Marketing

Google Analytics

SEO

**SKILLS**

**CONTACT**

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**YAD ALI**

*Business Development Manager*

**ABOUT ME**

Professional Business Developer with more than five years’ Experience in Business Development Process. Involved in Product testing, Management and Development of new Business Opportunities.

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**WORK EXPERIENCE**

Air State Solution New York, USA

2010-2014

Manager

Developed and implemented new marketing and sales Plans and define the strategy for the next five years.

Ensure that new clients will grow into a loyal customer based in special nick market by implementing new programs.

Reviewed constantly the customer feedback and then suggested ways to improve the process and customer service level which increase the customer satisfaction rate.

Successfully managed $2-$3 million budget project and successfully achieved the project schedule goals.

Air State Solution Chicago, USA

Assistant

Increase the customer satisfaction rate by 30% by improving the customer service.

2014-2019

Planned, Supervise and coordinated daily activity of 3 junior business analysts.

Improved the communication with the marketing department to better understand the competitive Position.

Directed the creation and implementation of business continuity plan, and the management of Audit programs.

Improved the communication with the marketing department to better understand the competitive Position.

Increase the customer satisfaction rate by 30% by improving the customer service.

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**EDUCATION ATTAINMENT**

**ORGANIZATION**

University of Chicago, USA

MCS

American Management Association (2019-Present)

Subject that we have studied in MCS are Database, Object Oriented Programming, Data Communication and Networking, C/C++, Software Engineering I, Software Engineering II, Artificial Intelligence, System Analysis and Design, Operating System, Visual Basic .Net and Finite Automata.

2006-2008

E-Business Association (2018-2019)

Association of Private Enterprise Education (2016-2018)

**AWARDS**

Sales Individual and Business Development Award (2019-2020)

Subject that we have studied in BCS are Database, Object Oriented Programming, Data Communication and Networking, C/C++, Software Engineering I, Software Engineering II, Artificial Intelligence, System Analysis and Design, Operating System, Visual Basic .Net and Finite Automata.

2004-2006

BCS

Excellence in Customer Partnering Award (2018-2019)

First Position Holder Award (2006-2008)

**LANGUAGES**



Read

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Internet

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Music

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Movie

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Sport

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Travel

**HOBBIES**

First Position Holder Award (2000-2002)

Subject that we have studied in BBA are Business Communication, Marketing, Financial Management, Financial Accounting, Principle of Management, Cost Accounting, Database Management System, Principle of Marketing, Human Resource Management, Money and Banking, Micro Economics and Management of information system.

2004-2006

BBA

2009-2010

Web / Graphics Design through Adobe Illustrator and Photoshop.

2007-2008

Web Development through Drupal and WordPress.

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**CERTIFICATES**

* Improved the communication with marketing Department to better understand the competitive Position.

ASSISTANT

* Developed and implemented new marketing and sales Plans and define the strategy for the next five years.

MANAGER

* Successfully managed $2-$3 million Budget Project and successfully achieved the project schedule goals.

MANAGER

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**ACHIVEMENTS**

Available on Demand

**REFERENCES**

URDU

SPANISH

FRENCH

ENGLISH