



# Ali Qamar

## Corporate Trainer | Business Developer

Highly motivated Corporate trainer with experience in training small and large groups across diverse industries. Proven success in leveraging educational theories and methodologies to design, develop, and deliver successful training programs. Providing onsite and virtual training. Adept at organizing and facilitating management and team-building training programs and activities.



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Khobar, Saudi Arabia

## SKILLS

Safety Training

Soft Skills Training

Business Strategy

Market Research

Digital Marketing

Project Management

Critical Thinking

Microsoft Office

## LANGUAGES

English

Full Professional Proficiency

Urdu

Full Professional Proficiency

Arabic

Limited Working Proficiency

Punjabi

Full Professional Proficiency

## INTERESTS

Fitness

Photography

Reading

Fishing

Training

## WORK EXPERIENCE

### Training Consultant

#### Future Vision Center for Advanced Training (FVCAT)

03/2021 - 10/2022,

*Achievements/Tasks*

- Coordinate and conduct small group and individual training sessions based on staff and organizational learning needs
- Lead learning enhancement classes to improve safety knowledge and people skills for workplace success and advancement
- Routinely evaluate business training needs and adjust staff development and educational programs
- Develop and manage tracking and reporting progress on training progress
- Worked with corporate leadership to assess existing courses and develop programs to fill gaps
- Participated in annual training schedule planning

### Business Development Associate

#### Gulf Business Network Training Center (GBNTC)

10/2019 - 01/2021,

*Achievements/Tasks*

- Building market position by locating, developing and closing business relationships
- Identifying trendsetter ideas by researching industry and related events
- Tracking individual contributors and their accomplishments
- Proposing potential business deals by contacting potential partners and business opportunities
- Analyzing market strategies, deal requirements and financials
- Evaluating options and resolving internal priorities

## EDUCATION

### BA (Hons) Business Management

#### Sunway University

2016 - 2019,

Malaysia

### Foundation in Business

#### Bahrain Institute of Banking & Finance (BIBF)

2015 - 2016,

Bahrain

### High School Diploma

#### Al Majd International School

2000 - 2015,

Saudi Arabia

<u>Soft Skills</u>	<u>Safety</u>	<u>Management</u>
<ul style="list-style-type: none"> <li>Administrative Skills</li> <li>Business Ethics</li> <li>Communication Skills</li> <li>Creativity &amp; Innovation</li> <li>Critical Thinking</li> <li>Problem Solving</li> <li>Developing Personal Value</li> <li>Conflict Resolution Skills</li> <li>Problem Solving</li> <li>Team Building</li> </ul>	<ul style="list-style-type: none"> <li>H2S &amp; SCBA</li> <li>First Aid, CPR &amp; AED</li> <li>Fire Fighting</li> <li>Rigging &amp; Lifting</li> <li>Defensive Driving</li> <li>Gas Tester</li> <li>Standby Man</li> <li>Confined Space Entry</li> <li>Scaffolding</li> <li>Work at height</li> <li>Forklift Safety</li> <li>Safe Crane Operation</li> </ul>	<ul style="list-style-type: none"> <li>Advanced Supervisory Skills</li> <li>Strategic Planning</li> <li>Attention Management</li> <li>Business Agility</li> <li>Business Ethics</li> <li>Business Relationship</li> <li>Creating Value for business</li> <li>Decision making for managers</li> </ul>

*\*Not limited to courses mentioned*

<u>Sales / Marketing</u>	<u>Leadership/ Entrepreneurship</u>
<ul style="list-style-type: none"> <li>Calls Handling Skills</li> <li>Complaint Handling &amp; Management</li> <li>Dealing with Customers</li> <li>Marketing Strategies</li> <li>Sales Forecasting between theory &amp; practice</li> <li>Strategic Marketing planning</li> </ul>	<ul style="list-style-type: none"> <li>Becoming an Effective Leader</li> <li>Leading with effective communication</li> <li>Leaders of Learning</li> <li>Fundamentals of Successful Leadership</li> <li>Think Like a Leader</li> <li>Mastering Conflict Management</li> <li>MBA in a box</li> </ul>

## CLIENTELE



