

**Raza Ali**

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**Corporate Trainer  
Certified**



Dear Sir/Madam,

I came across your job posting which indicated requirements that closely match my background and expertise. Please refer to my Resume for my detailed work experience and qualifications.

As a certified trainer from MSI, U.S.A (CTC™) with an experience of over a decade in Canada, India, and UAE in various roles such as student Counselling, English language Coaching, Business Development and more. I am also proficient in delivering a wide range of Technical and Soft-skills Training modules.

My expertise lies in Maximizing Performance, Career Coaching, and Student Development to name a few. My experience spans over 12 industries and over the years I have acquired a 'Master Certificate in Leadership Management' from MCM, U.S.A., along with TTT and NLP certifications.

Some of the major roles I have undertaken in Canada, UAE and India include:

- Student Counsellor – Abroad Education & Career Guidance
- Trainer in Career Planning, English Language & Performance Mgmt.
- Business Development and Customer Service
- Conference and Event Management – From inception till delivery



My Training techniques involve research-based visual and interactive approach, along with a 'Stand-Up' delivery style combined with real-life applications. The training also involves NLP techniques for enhanced learning and knowledge retention.

Some of my Training/Coaching strengths include:

1. Signature Training Content: Disruptive Applications, Variant & Lateral Thinking, etc.
2. Unique Training Technique [Cook Book Approach]
3. Informal coaching approach for enhanced comfort learning
4. VARK and NLP based coaching

Some of the organizations I have worked with in the past include:



With an excellent training track record in Training and Development, I am positioned to exceed your expectations. I look forward to a meeting to showcase how my skills can be maximized for this role. Thank you.

A handwritten signature in black ink that reads 'Raza Ali'.

Raza Ali



## RAZA ALI

### CERTIFIED TRAINER

#### Contact

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#### Certifications

CORPORATE TRAINER CERTIFIED  
*Management & Strategy Institute*

TRAIN THE TRAINER  
*Total Success Training Institute*

CERTIFIED TRAINER  
LEADERSHIP MANAGEMENT  
*Master Class Management*

CERTIFIED NLP PRACTITIONER  
*P. A. NLP Master Trainer*

#### Education

BACHLORS OF BUSINESS  
ADMINISTRATION

*Thompson Rivers University*  
2010 | BC, Canada

DIPLOMA IN TEACHING SKILLS  
FOR EDUCATORS

*Alison Certified Training Institute*  
2017 | Dubai, UAE

DIPLOMA IN EDUCATIONAL  
PSYCHOLOGY

*Alison Certified Training Institute*  
2017 | Dubai, UAE

"I believe achieving excellence is a lifelong process, in order to attain it we must constantly improve ourselves and our surroundings to reach our maximum potential"

#### AREAS OF EXPERTISE

- Career Counseling
- English Coaching
- Academic Training
- Corporate Training
- IELTS/PTE Coaching
- Performance Mgmt.
- Talent Management
- Business Development
- Integrated Marketing
- Event Hosting
- Student Counselling
- Web Designing
- Quality/Service Mgmt.
- Conference Production
- Graphic Designing

#### KEY ACCOMPLISHMENTS

- 10+ years of Performance Training & Career Coaching experience
- Launched 40+ signature training modules for Corporates, Universities & Schools
- Trained and Counselling 1000+ students worldwide
- Conducted signature IELTS training with average 7 band score
- Acquired over 5 years of experience in the Conferencing sector
- Hosted and facilitated more than 50 high-profile events globally

#### WORK EXPERIENCE | Hyderabad, India

Performance Trainer | Language and Career Jan. 2019 – Present

Key Activities Include:

- Conducted signature IELTS training with VARK and NLP Techniques
- Launched career-focused training on CV building and Interview skills
- Organized academic performance training using IG Techniques

Project IA | Interface Alliances Global Education Jul. 2019 – Dec. 2019  
Manager – Student Experience & Training

Key Activities Include:

- Counselling students on different destinations to study abroad
- Manage quality assurance for the entire student counselling process
- Conducted IELTS training for students with VARK and NLP Techniques
- Redesigned the entire brand-image and marketing & Sales strategy

#### WORK EXPERIENCE | Dubai, UAE

Mind Tuner Consulting Jan. 2018 – Nov. 2018  
Student Development Specialist | Performance Trainer

Key Activities Include:

- Launched exclusive training modules for Student Career Development
- Launched hybrid coaching modules for Talent and Passion Management
- Shepherded in depth career guidance sessions and seminars for students

Major Project | Al Wahda School Feb. 2016 – Dec. 2017  
Teaching Skills Trainer | Student Counselor

Key Activities Include:

- Conducted Interactive Training on Soft-Skills for 250+ teachers
- Conducted in-depth career guidance sessions and seminars for students
- Established 'Intelligence Grafting' Techniques for enhanced learning

## Speaker

THE GREAT TIMES OF INDIA  
CAREER FAIR  
Host and Speaker  
2017 | Dubai, U.A.E.

DUBAI AMERICAN ACADEMY  
CAREER CONFERENCE  
Disruptive Applications  
for Career Development  
2018 | Dubai, UAE

MIDDLESEX UNIVERSITY  
Maximizing Career Horizons  
2016 | Dubai, UAE

## Software Skills

Adobe Suite

MS Office

WordPress

## Hobbies



## Personal Details

DATE OF BIRTH  
May 21<sup>st</sup>, 1986

NATIONALITY  
Indian

VALID DRIVER LICENSE  
India & U.A.E.

NATIVE SPEAKER FLUENCY  
English, Hindi, Urdu

TOTAL YEARS OF EXPERIENCE  
Canada, U.A.E. & INDIA  
12 Years

## WORK EXPERIENCE | Dubai, UAE

Sigmoid Knowledge Development Consultancy  
Corporate and Academic Trainer | On-site host

Jan. 2014 – Nov. 2015

Key Activities Include:

- Conducted career coaching sessions for schools & universities
- Spearhead technical corporate training on Oil & Gas, Sales & Marketing
- Researched and developed technical conference programs in Oil & Gas

Praxis Global Research (Oil & Gas)

May 2010 – Dec. 2013

Marketing Manager | Global In-House Trainer

Key Activities Include:

- Led an 8-member team managing product development for all branches
- Liaising with media partners, sponsors, on-site team for all global events
- Successfully launched 'Technical Analysis Branch' [TAB] which aimed to train all employees to gain proficiency in the technical Oil and Gas Processes
- Launched in-house tele sales training modules for enhanced sales tactics

## WORK EXPERIENCE | B.C., Canada

Nando's Restaurant (Abbotsford & Richmond)  
General Manager

Jan. 2009 – April 2010

Pitt Meadows Cranberry Farm (Vancouver)  
Procurement Manager & Trainer

Feb. 2008 – Nov. 2008

Super 8 Motel (Kamloops)  
Brand Executive

Dec. 2006 - Jan. 2008

## Volunteer Work | B.C., Canada

Royal Inland Hospital (Kamloops)  
Head of Volunteer Committee

March – Nov. 2006

Advancing Canadian Entrepreneurs (Kamloops)  
Sr. Project Manager

Oct. 2005 – Dec. 2006

## Co-curricular Achievements

Indian Student Association | President and Co-founder | TRU Canada  
TRU Table Tennis Club | Founder and Tournament Manager  
Interuniversity Table Tennis Tournament, U.A.E. | Silver Medalist | Singles '05