

# CURRICULUM VITAE



**KAMRAN ALI**

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## **PERSONAL PROFILE:**

- Desire a challenging job in an Organization which recognize and value Individual Contribution and gives Opportunities for Continuous Growth.

## **SKILLS / STRENGTHS:**

- Tolerant and Flexible to Different Situations
- Strong Customer Focus
- Ability to work under pressure and to tight deadlines
- Integrity

## **PROFESSIONAL DEVELOPMENT:**

- **Master of Business Administration (Marketing & Finance)** from Advance Institute of Management, Ghaziabad (Affiliated to UPTU, Lucknow) in the year 2009.
- **PGDBF (Post Graduate Diploma in Business Finance)** from A.M.U., Aligarh in 2007 with First Division.

## **IT SKILLS:**

- Comprehensive knowledge of Microsoft Office Programs / XP (Word, Excel & Power Point)
- Competent user of the Internet.

## **WORK EXPERIENCE:**

**Organization: Red tag group** kingdom of Saudi Arabia. KSA  
(2 May 2016 till 25 May 2018)

**Designation:** Cash Supervisor

### **Responsibilities:**

- Supervise and co-ordinate sales staff and cashiers.
- Assign sales workers to duties and prepare work schedules.
- Authorize payments by cheque and the return of merchandise.
- Sell merchandise to customers.
- Resolve problems that arise such as customer complaints and supply shortages.
- Maintain specified Inventory and order merchandise.
- Prepare report regarding sales volumes merchandising and personal matters.
- Hire and train or arrange for the training of new sales staff.

**Organization: Landmark Group International Limited** Kingdom of Saudi Arabia. KSA  
(17 SEPTEMBER 2012 till 02 NOVEMBER 2015).

**Designation:** Salesman

### **Responsibilities:**

- Supervising and coordinating staff activities.
- Customer service.
- Giving customer the product that he is in need and explaining him/her about the promotions and others which are running in the store currently.
- Motivating to team towards the target of the store.
- Giving training to the new employees of the company.
- Preparing reports regarding sales volumes, merchandising and personnel matters.

- Ensuring adherence to SOP.

### **Highlights:**

- Receive letter of Appreciation for the outstanding performance and contribution for achieving 1<sup>st</sup> position in KSA for the year 2012-2013.

**Organization: Youniform Supplies Private Ltd., Delhi (NCR) (October 2009 – March 2012).**

**Designation: Marketing Executive**

### **Responsibilities:**

- Effective brand promotion.
- Ensure product availability at all relevant channels.
- Responsible for Planning & achieving Monthly/Yearly targets.
- Facilitate timely and quality feedback for all activities as per guideline.
- Promotion, Business Development & Maintaining Personal relation with existing Clients.
- Preparing & Implementing sales plan & promotional activities to create an excitement in the market about products.
- Collecting market feedback on product performance customer needs, market trends and competitor activities to evolve long term & short term growth plans and redefine selling strategies.
- Coordination between the customer and the Organization.
- General office administration.

### **ACADEMIC RECORD:**

- **Graduation: B.A. Economics**, Aligarh Muslim University, Aligarh (2006).
- **Intermediate:** 10+2 (Arts) Aligarh Muslim University, Aligarh (2003).
- **Matriculation:** S.T.S. High School, Aligarh Muslim University, Aligarh (2001).

### **SPECIAL ASSIGNMENT AND ACTION PROJECTS:**

**Organization: Halonix Lamps Ltd.**

### **Profile:**

- Halonix Lamps Limited, promoted in the year 1991 as an Indo Japanese Joint Venture, is counted amongst the most preferred manufacturers and suppliers of Compact Fluorescent Lamps for General Lighting and Halogen Lamps for Automotive.

**Designation: Sales Trainee**

### **Responsibilities:**

- To make call to prospective clients.
- To collect references from existing clients.
- To handle customer queries.
- To monitor, investigate and analyze customer complaints for continual improvement in product quality and reliability.

### **PERSONAL INFORMATION:**

<b>Father's Name</b>	:	Mr. Syed Qamarul Islam
<b>Date of Birth</b>	:	September 10, 1983
<b>Nationality</b>	:	Indian
<b>Languages Known</b>	:	English, Hindi, Urdu, Arabic
<b>Passport No.</b>	:	S 6621603
<b>Marital Status</b>	:	single
<b>Address</b>	:	4/107, Nai Abadi, Zohra Bagh Aligarh – 202002 (U.P.)