

Ali Raza

Sales & Driving

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Career Vision:

A highly skilled professional with expertise in Sales Management and Driving, offering a strong background in sales operations, logistics, and transportation. Proven ability to manage and coordinate daily operational activities, including product distribution, procurement, supply chain, and inventory control. Experienced in driving and delivering goods efficiently, ensuring timely and safe transportation while maintaining excellent customer service. Adept at handling logistics coordination, warehouse operations, and team supervision to optimize business performance. Seeking a dynamic role that leverages sales expertise and driving experience for efficient operations and business growth.

ACADEMIC QUALIFICATION

BBA (Honor's) in University of Peshawar Pakistan

Experiences:

KPK One Limousine

Position: Driver

- Safely transport clients to their destinations.
- Maintain vehicle cleanliness and condition.
- Follow traffic rules and ensure passenger safety.
- Assist passengers with luggage and inquiries.
- Perform routine vehicle checks and report issues.

One Time Limousine

Position: Driver

- Provide high-quality transportation services.
- Keep the vehicle clean, well-maintained, and fueled.
- Follow assigned schedules and routes.
- Ensure passenger comfort and safety.
- Adhere to company policies and traffic laws.

MOFA Qatar

Position: Driver

- Transport officials and staff as per schedules.
- Ensure timely and safe arrival at destinations.
- Maintain confidentiality and professionalism.
- Keep the vehicle in top condition through servicing.
- Follow MOFA policies and security protocols.

Top Meihao (China) Qatar**Position: Sales Executive**

- Received, moved, checked and stored incoming goods and ensured they are of accurate quantity, type, and acceptable quality.
- Conducted inventories to verify audit readiness, quality control and accuracy of stock on hand.
- Packaged and labeled products before they are dispatched.
- Selected space for storage and arranged for goods to be placed in the proper areas.
- Make sure that daily inventory processes are completed on the same day.
- Loaded and unloaded vans, trucks and other transportation vehicles.
- Maintained and serviced warehouse tools, machinery, and trucks.
- Consider the full implications of freight turnover, size, weight, and other factors when allocating warehouse space.

Pepsi Pakistan**Position: Marketing Development Executive****Coca Cola Pakistan****Position: Sales Executive**

- Assume full responsibility for business communication and interaction with a spectrum of clients or key personnel involved in sales activity. Develop positive business relations with the same.
- Maintain records and reports of inventories, price lists, shortages, expenditures, shipments, and goods transferred. Prepare day-to-day reports as per the company's requirements.
- periodically inspect the condition of the sales. Uphold strict compliance with safety and security Policies.
- Maintaining and developing a good relationship with customers through personal contact or meetings or via telephone etc.
- Acting as a bridge between the company and its current market and future markets.
- Displaying efficiency in gathering market and customer info to enable negotiations regarding variations in prices, delivery, and customer specifications to their managers.
- Helping management in forthcoming products and discuss on special promotions.
- Recording sales and order information and reporting the same to the sales department.
- Providing accurate feedback on future buying trends to their respective employers.
- Addressing customer questions and concerns regarding products, prices, and availability.
- Negotiating contracts, sales, and supervising subcontractors organizing projects and schedules.
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Languages

- English Fluent
- Hindi Fluent
- Arabic Basic