



Ali Hassan Shah

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House #309, Street #22, Sector C,
Phase VIII, Bahria Town, Rawalpindi.

Skill

IT and Computer	■	■	■	■	■
MS Excel	■	■	■	■	■
MS	■	■	■	■	■

Objective

Seeking senior level position in corporate sectors Operations, Sales, Supply chain, Warehouse Management to utilize my abilities, skills and expertise towards organizational effectiveness.

Work Experience

Chery Capital Islamabad

Work tenure: 7/2023- 01/2025

Worked as Senior Sales Executive/Admin Officer.

Follow generated leads and sales through ads posting, contacting customers.
Maintaining Sales record for sold vehicles.
Build and maintained good relationship with customers.
Ensuring proper office management.
Inspect received vehicles and arranging replacement if needed.

Sehgal Motorsports

Work tenure: 6/2022-6/2023

Worked as Sales Executive.

Generate leads and sales through ads posting, contacting customers.
Maintaining Sales record for sold, purchased and exchanged vehicles.
Used to deal in all kinds of automobiles and maintained good relationship with customers and providing after sales services.
Supervising staff and ensuring proper staff management and behavior towards customers.

Carrefour

Carrefour (Majid-Al-Futtaim Group)-Pakistan

Work Tenure: 04/2021- 05/2022

Worked as Supervisor FMCG (Groceries)

Worked as Supervisor Light House Holds.

Member Employee welfare committee

Employee rating of 4.7/5

Order Management to maintain proper Supplier service level.
Daily/Monthly sales analysis and the comparison of results with budget& with other stores to devise a strategy accordingly.
Keep healthy stock and to negotiate with suppliers for any damaged, faulty or depreciated stock Display and maintain selling area as per planogram with accurate prices, decoration & promo Signage's
Preparation of monthly duty schedule for staff merchandiser and their leave plan.
Using new tactics to capture costumer interest.
To keep focus on department slow moving and sleeping stock on weekly basis.

Market survey every week to keep the prices updated and competitive. Maintain all merchandising standards, display presentation, signage standards and monitor inventory levels.

**Premiere Choice International-
Islamabad**

Work Tenure: 03/2017- 11/2019

Worked as HR Officer

Hiring and firing of employees

Salary increment as per employee's performance

Maintaining record of employee's holidays, sick leaves, casual leaves and adjusting National holidays

Ensuring proper availability of team and solving employees conflicts to keep operations running smoothly.

Supervising staff for their better performance and keeping them motivated by arranging meetings to reduce wastage of time and making employees work like a team.

Education

Master's in Business Administration
Bahria University Islamabad Campus

01/2018 - 01/2020

Bachelor in Business Administration
International Islamic University

01/2014 - 01/2018

Higher Secondary School Certificate
Fauji Foundation College for Boys

01/2014 - 01/2014

Secondary School Certificate
Global School System, Rawalpindi

01/2010 - 01/2012

Major Subjects Studied in MBA:

Strategic Management, Entrepreneurship, Supply chain strategy, design & compliance, Supply Chain Management

Major Subjects Studied in BBA: Recruitment, Selection and Induction, Negotiation and Conflict Management, MIS & E-Business, Quantitative measures for Decision Making.