



Ali Hamza

14 August 1999

+971545705144

hamxa0023@gmail.com.

www.linkedin.com/in/ali-hamza-281a29279

Ajman UAE

SUMMARY

As a passionate Management & Business Administration student, my fervor for learning, growth, and ethical success defines my journey. Driven by clear goals, I bring extensive knowledge, quick thinking, and a proactive "can-do" attitude to the table. Not just a responsible individual, but one with a vibrant and cheerful demeanor. With a proven track record in business growth, my aim is to dynamically leverage my expertise for continued development. I excel in customer satisfaction and loss prevention, fully dedicated to fostering a workplace experience that is not only friendly but also exudes enthusiasm.

SKILLS

- | | | |
|------------------------|---------------------------|----------------|
| • Creative Flair | • Planning and Organizing | • MS Office |
| • Eye for Trends | • Customer Engagement | • Contributor |
| • Leadership qualities | • Behavioral Competency | • Empathic |
| • Event organizer | • Self -Development | • Entrepreneur |
| • Cultural awareness | • Project Oriented | • Responsible |

PROFESSIONAL EXPERIENCE

Splash - Landmark Group

Supervisor

Dec 2021 - Dec 2023

Five Times Employee of the Month

- Greeted and assisted customers, ensuring prompt and quality service in compliance with standards.
- Continuously arranged and replenished shop shelves, maintaining a clean and tidy store environment.
- Provided exceptional customer service through up-selling, cross-selling, and suggestive selling techniques.
- Merchandised products based on sales trends, release dates.
- Executed up-selling and cross-selling strategies to achieve sales targets.
- Ensured smooth receiving processes for items/shipments, performed inventory, and reported incidents.
- Handled cash transactions effectively, maintaining financial integrity.
- Branding, designing and organizing store.
- Overseeing day-to-day store operations.
- Managing the store in the absence of the store manager.
- Implementation of RFID.
- Stock take responsibility.
- Promoting new products with festive and seasonal themes.
- Re-merchandising, POS, Replenishment, Inventory Management.
- Sensing (AVA) AVAILABILITY , VISIBILITY, ACCESSIBILITY

Job Achievements

- Elevated company sales 20% quarterly .
- Trimmed shrinkage by 50%.
- Generate millions of sale for the company.
- Achieved and exceeded sales targets Individually.
- Led a team that achieved specific productivity improvement..
- Exceeded monthly sales targets by 15%, contributing to an overall revenue.
- Exceed financial year target by 10%.Implemented merchandising strategies that led to a rise in sales.
- Successfully reduced out-of-stock instances.
- Achieved KPI's every month.

WORK EXPERIENCE

Adamjee Life Insurance

Senior Financial Advisor

Aug 2020 - Sep 2021

Employee of the Quarter

- Cultivated and maintained strong customer relationships.
 - Sales Generation.
 - Attracting potential customers.
 - Successfully achieved and exceeded sales targets.
 - Emphasizing a strong customer service.
 - Implemented effective cross-selling strategies, leading to increased revenue streams.
 - Ensured strict adherence to industry regulations and company policies
 - Mentored junior advisors, contributing to their professional development.
-

EDUCATION

Bachelor of Science in Commerce (BS Commerce)

University of Central Punjab Lahore

FSc Pre-Engineering (High School Degree)

Punjab Group of Colleges

Matriculation

Misali Ravian High School

Passions

- Innovations
- Learning new skills
- Traveling
- Exploring nature
- Athlete
- Sports (Cricket)
- Gym
- Music

Training / Courses

- Oracle Retail Point-of-Service (ORPOS)
- Marketing Tactics
- First Aid CPR & AED
- Fire Fighter

Languages

- English
- Urdu
- Punjabi

University Projects

- Green Finance
 - Portfolio Management
 - Marketing Tactics
 - International Trade
 - Financial Statement Analysis
-