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| **Raza****Raza.338555@2freemail.com** | C:\Users\Razamt\Downloads\MSI_Logos\Circle_CTC.png |

Dear Sir/Madam,

I came across your posting of a Training Executive, which indicated requirements that closely match my background and expertise. Do refer to my Resume for my detailed work experience and background.

As a certified trainer from MSI, U.S.A (CTCTM) with experience of over 8 years in Corporate and Academic training in Canada and UAE, I have become proficient in training the Art of Maximum Achievement, knowledge transfer and skill acquisition. I have experience in over 8 different industries, from Oil & Gas, Hospitality, and Healthcare just to name a few. I also hold a ‘Master Certificate in Leadership Management’ from MCM, U.S.A.

Training/Coaching Strengths:

1. Signature Training Content: Topics include Disruptive Technology and Innovation, Innovative Sales Strategies – Buyer Centric Approach, Customer Service & house Sales Staff Solutions, Variant and Lateral Thinking etc.
2. Performance Management and Skills Training: Business and Soft Skills
3. Skilled and Unique Training Technique [Cook Book Approach]
4. Effective communication and convincing skills [audience management]

Training/Coaching Techniques:

1. Interactive: A platform that encourages Interaction and Dialogue
2. Visual: A unique mix of Custom Images and Videos for extreme Visual stimulation
3. Humor: A ‘Stand-Up Comedy’ approach to blend laughter and learning
4. Real-life: Information presented will include real success events and research findings

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



With an excellent training track record for both Corporates and Academics, I am positioned to exceed your expectations. I would welcome an opportunity to meet with your team and I show a demo of my training.

I look forward to hearing from you.

Thank you and best regards,

**Raza**

“I believe excellence is a lifelong process, all it requires from us is to make that effort to constantly improve ourselves and our surroundings. I aim to keep getting better and make everything around me reach its maximum potential”

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| **Areas of Expertise:*** Performance Enhancement
* Corporate Career Training
* Competency Based Training
* Event Hosting
* Conflict Resolution
 | * Product Development
* Market Research
* Life Coaching
* Oil & Gas Conferences
* Integrated Marketing
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**Key Accomplishments:**

* Over 6 years of Performance Enhancement Training and Career Coaching experience globally
* Launched over 25 different training modules for Corporates, Universities and Schools
* Acquired over 5 years of experience in the Oil & Gas Conferencing sector
* Hosted and facilitated more than 15 international events onsite, in the Middle East and Europe
* Worked for over 8 different industries in UAE & Canada with up to 10 years of work experience

**Professional Experience:**

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| **Al Wahda School**Head of Training and Development | 2016 - Present |
| Key Activities Include:* Training the Teachers in Stress Management, Change Management and Time Management
* The module is designed to provide an in-depth understanding and steps of overcoming Stress with an interactive and activity based training sessions
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| **Aeon Business Intelligence and Concepts Group**In-House Sales Trainer | 2015-2016 |
| Key Activities Include:* Overall development of the staff through technical in-house sales trainings
* Spearhead trainings on Oil & Gas Process, along with Sales and Marketing techniques
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| **Sigmoid Knowledge Development Consultancy**In-House Trainer | Operations Manager and On-site event host | 2014-2015 |
| Key Activities Include:* Overall development of the staff through general and technical in-house trainings
* Spearheaded trainings on Oil & Gas Process, along with Sales and Marketing techniques
* Managed Marketing and Operational tasks along with hosting events globally
* Developed Conference technical program through research and guidance from committee
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| **Raza**  | Page 2 |

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| **Praxis Global Research (Oil & Gas)**Sales & Marketing Manager | Global In-House Trainer | 2010-2013 |
| Key Activities Include:* Led a 4-member team managing product development for all branches of Praxis
* Liaising with media partners, sponsors, on-site team for each of 16 events annually
* Successfully launched The Technical Analysis Branch [TAB] which aimed to train all 50+ Praxis employees to gain proficiency in the technical Oil and Gas Processes
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| **Nando’s Restaurant (Abbotsford, British Columbia)**General Manager | Training Coordinator - Kamloops  | 2009-2010 |
| Key Activities Include:* Daily activities include all basic restaurant management duties from inventory check to property maintenance
* Launched multiple marketing campaigns to attract more customers
* Trainer of all the new managers and staff in Abbotsford and Kamloops
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**Other Employments in UAE and Canada:**

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| Pitt Meadows Cranberry Farm (Vancouver, Canada) | Sales Manager and Trainer | 2008 |
| Super 8 Motel (Kamloops, Canada) | Brand Executive | 2007 |
| Royal Inland Hospital (Kamloops, Canada) | Head of Volunteer Committee | 2006 |
| Advanced Canadian Entrepreneurship [ACE] (Kamloops, Canada) | Business Developer | 2005 |
| Wafi Mall (Encounter Zone) | Entertainment Floor Customer Service Executive | 2005 |
| E-vision (A subsidiary of Etisalat) | Sales Executive | 2004 |

 **Education**

BBA, Marketing – Thompson Rivers University, Kamloops, BC, Canada (2005 - 2010)
BBA, International Logistics – Al Ghurair University, Dubai, UAE (2003 - 2005)

 **Personal Information**

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| * DOB: 21st May, 1986
* Nationality: Indian
 | * Languages: English (Fluent), Urdu & Hindi
* Valid UAE Driving License with own vehicle
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| * Corporate Trainer Certified (CTCTM) | Management and Strategy Institute, U.S.A.
* Certified Trainer in Leadership Management | Master Class Management, U.S.A.
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