

# Ali Raza

## Business Development Planning And Strategy, Manager Retail And Engineering

I started my professional career as a designer, consultant and Engineer in the year 2016, the time when Indigenous concept of dealing petroleum products was limited only to raising of Petrol Pumps. Since then I have been endeavoring to expand my professional potential ; so instead of mere following the prevalent concept ,I have had strived around the country to make abreast with continual changes attributable to modern era. As the Director of my brain-child ZAVIA.COM I am, proudly yet professionally, dealing in **Oil-field;Bulk oil storage; LPG Storage;CNG Stations; Petrol Pumps;LPG Auto-Refilling Stations**

Yet another hallmark of the ZAVIA.COM , is pragmatic interaction with various government and semi-government departments to culminate positively the expanse of expertise I deal in. While ushering in fourth decade of my hard-work, I bow my head before ALLAH ALMIGHTY for the esteemed expertise HE has conferred upon me



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### AREAS OF EXPERTISE

Business Development Planning and Strategy

Country Sale Coordinator

Manager Retail and Engineering

OMC Depot Design and Planning.

### Professional Experience

#### Business Development Planning and Strategy

##### Best Petroleum Pvt Ltd

\*With the experience and skills & PR relations they promoted me as Business Plan & Development manager\*

##### Manager Retail and engineering

- Developed new sites
- Storage of bulk oil Pak Pattan
- Planned future projects for bulk storage.

##### Country Sale Coordinator

###### Askar Oil Services Pvt Ltd

- Developed SAP system according to oil and gas sector
- Enhanced the production capacity by improving the performance
- Developed new strategies to increase production with safe and cost-efficient methods
- Utilized and maintained daily quota/product received from PARCO, ARL.
- Managed supply chain
- Assigned territories and quotas to company sales staff
- Maintained supplies of sales presentation materials, including slides and brochures
- Analyzed customer shopping data to optimize sales efforts and better identify potential customers

##### Engineering Manager/ Development

###### Askar Oil Services Pvt Ltd.

- In-depth knowledge on best oil and gas field procedures and practices
- Designed new oil depot likewise DI khan, Bukhar, Dolatpur
- Before completion visited the sites
- Organized various processes, such as de-watering, separation, and fiscal metering
- Maintained and enhanced the sides
- Done various side visits for new storage
- Maximized the areas for oil depots Ensured that adequate safety norms are used by site personnel operated
- the oil and gas fields in a profitable and optimal manner Relevant experience with some experience in a supervisory position.

### Manager Engineer

#### Zavia.com

Organized various consultancy and developed new bulk oil design of OMC companies which are as follows:

- |   |                            |
|---|----------------------------|
| • <b>My Petroleum</b>   | <b>Laguardia petroleum</b> |
| • <b>Allied Petroleum</b>   | <b>J.S Petroleum</b>       |
| • <b>Out Reach Petroleum</b>  | <b>Vital Petroleum</b>     |
| • Designed layouts for various petrol pumps and oil depots.           |                            |
| • Managed the planning and design stages of construction projects.    |                            |
| • Contributed in technical expertise to project drawings and designs. |                            |
| • Prepared work schedules in collaboration with the project manager.  |                            |

Certificate

- Business Development Planning And Strategy
- MS Office
- 3ds Max
- Autocad
- Project Management

Professional Organizations

- Askar Oil Pvt Ltd.
- Best Petroleum Pvt LTD
- Zavia.com

Conferences & Courses

- Business Development Planning and Strategy.
- Project Management

Education

- **University of Central Punjab**

**Master of Business Administration ( MBA)**

- **The University of Lahore**

Bachelor of Sciences in Civil Engineering

- **Punjab Board of Technical Education**

Diploma in Civil Engineering

- **Cadet College Khoat**

Metric in Sciences

Intrest

- Basket Ball
- Graphic Designing
- Chess

Language

- English
- Urdu