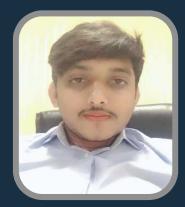
# Ali Raza

### 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 hardwork, I bow my head before ALLAH ALMIGHTY for the esteemed expertise HE has conferred upon me



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#### **AREAS OF EXPERTISE**

**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:

**My Petroleum** Laquardia petroleum Allied Petroleum J.S Petroleum **Out Reach Petroleum Vital Petroleum** 

- 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

#### <u>Intrest</u>

- Basket Ball
- Graphic Designing
- Chess

### **Language**

- English
- Urdu