

HANI AL AZMEH

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Summary

A seasoned professional with over 9 years of experience in sales and data analytics, holding a degree in Management Information Systems (MIS). With strong proficiency in MS Excel and solid skills in SQL, I bring advanced analytical abilities to transform complex data into actionable insights, enhancing decision-making and stakeholder engagement. Known for a disciplined, detail-oriented approach and commitment to meeting time sensitive goals, I excel in delivering accurate results in dynamic environments. I am excited to bring my expertise to your company as a Data Analyst to support its strategic objectives in the aviation industry.

Professional Experience

- **Sales Manager** at Istanbul Global Partners Feb 2024 - Present

Increased lead conversion by 50% and improved client relations and sales with effective communication strategies.

- **Sales Supervisor and Data Analyst** at ISTHOMES Real Estate May 2022 – Jan 2024 (1 years 8 months)

Collaborating with property agents and created Excel-based stock and sales tracking system.

- **Property Consultant in the Telesales and Area Sales Teams** at Investo Global Mar 2019 - Apr 2022 (3 years 2 months)

Built relationships with key real estate stakeholders, analyzed market trends, and fostered team collaboration by sharing up-to-date information.

- **Sales Representative** at ICanBuy International Real Estate Jun 2015 - Feb 2019 (3 years 9 months)

Drove business growth by using Pipedrive CRM for client follow-ups and building relationships with agencies.

- **Junior System Analyst Intern** at The General Company for Technical Studies and Consulting Dec 2012 - Jun 2013 (7 months)
 - Analyzed system processes and gathered employee input to identify challenges and opportunities for improvement.
 - Recommended solutions to decision-makers, streamlining operations and enhancing efficiency.

Education

- Master's in Management Information Systems, Istanbul University, 2019 – 2021
- Bachelor's in Management Information Systems, Faculty of Administrative and Financial Sciences, Yarmouk Private University, 2010–2014

Licenses & Certifications

- Google Data Analytics Professional Certificate - 2024
- Turkish Language Certificate (TÖMER) - 2015

Skills

- Data Analysis
- Analytical Thinking
- Presentation Skills
- Detail Oriented
- MS Excel
- Sales
- Negotiation
- R
- Tableau
- MS SQL
- Big Query
- SPSS

Languages

- English: Full Professional
- Turkish: Full Professional
- Arabic: Mother Language
- German: Beginner