

HANI AL AZMEH

Istanbul, Türkiye

hani.alazmeh@gmail.com

+90 505 042 74 10



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

Languages

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