

Ali Raza

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Professional Summary

Experienced HSE professional with 12+ years in banking, insurance, and real estate, specializing in Health, Safety, and Environment (HSE) management. Proven track record of implementing effective safety programs, achieving zero-incident records, and ensuring regulatory compliance. Strong leadership, communication, and operational skills, seeking an HSE role in a dynamic organization.

Core Competencies

- HSE Leadership & Compliance
- Risk Assessment & Hazard Management
- Safety Training & Awareness Programs
- Operational Planning & Execution
- Team Management & Leadership
- Regulatory Compliance & Audits
- Incident Investigation & Reporting

Professional Experience

Deputy Manager - HSE, Administration & Operations

Rafi Group, Karachi, Pakistan | 2021 - 2023

- Spearheaded HSE programs across high-stakes projects in Karachi, Balochistan, and Gwadar Green Palms Hotel.
- Achieved a zero-incident record by enforcing strict safety standards and compliance with local/international regulations.
- Directed administrative functions, streamlining processes to enhance regulatory compliance and operational efficiency.
- Optimized sales support operations, aligning with project needs and ensuring seamless coordination.

Zonal Manager Sales

Graana.com, Lahore, Pakistan | 2019 - 2020

- Managed sales operations, expanded retail projects, and onboarded development project agents.
- Developed and negotiated terms to finalize new business deals and strengthen market presence.

Manager Sales

Blue Group of Companies, Lahore, Pakistan | 2018 - 2019

- Planned, executed promotions, and managed sales of company products.

- Negotiated contracts and analyzed market strategies for sustainable business growth.

Certifications

- NEBOSH - UK Health and Safety (2024) - Descon Technical Institute, Lahore
- IOSH, Managing Safely (2024) - The Highfield School
- OSHA, Risk & Occupational Hazard Assessment (2024) - The Highfield School

Education

- ATHE Level 3 Business Administration (2024) - Awards for Training and Higher Education, UK
- A-Levels (2009) - Forman Christian College University
- O-Levels (2007) - St. Anthony's High School