

SELF SPOTLIGHTING

(Name Surname)
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PERSONAL PROFILE

You are free to use any format you deem appropriate to present your profile in this template. It shall cover the following topics:

- *I'm an alumni of Azerbaijan State Oil and Industry Academy, holding a B.S. in Geology and Geophysical Engineering.*
- *Aside from my educational background, over the course of the past few years I've been focused on developing my business and customer relation skills , with a strong emphasis on customer satisfaction and care.*
- *I've worked in a wide range of positions as Sales Representative at Oil and Gas procurement company and subsequently as Call center representative and most recently Senior Representative at Baku Customer Premium Support Line at Azercell.*
- *I would describe myself as an outgoing and social individual, constantly looking for opportunities to benefit my society and my surrounding group of acquaintances wherever possible.*
- *I'm an avid music and reading fan, and I've been focused on physical and spiritual self development as long as I can remember.*



INDIVIDUAL SWOT ANALYSIS

STRENGTHS

- *Ability to work under pressure*
- *Critical and analytical thinking*
- *Punctuality, Discipline*
- *Taking initiative in daily tasks, problem solving*

STILL TO IMPROVE AREAS

- *Improve and gain as much experience as possible in managerial positions*
- *Broaden my scope in my respective niche*

OPPORTUNITIES / WISHES

- *Achieving ability to make beneficial changes in my working environment, i.e. senior management positions*

THREATS / RISKS & WORRIES

- *Nothing of great significance*



MAIN BUSINESS ACHIVEMENTS

What do you consider is your career & business achievement so far? What are your success stories? Please describe in terms of what the **situation** was about and what the **KPIs** were, which **actions** you had taken and what it **resulted** in.

One moment comes to mind right away, in regards to my previous job experience at Baku European Games Operation committee, back in 2015. As a newly returned young ambitious man from the army, I managed to get a job as a simple manual laborer in the logistics team, however after only a couple of days working in the said place, I was promoted to a Supervisor position, with several manual laborers under my direct supervision. Pleasant experience overall.



FAILURES & MISTAKES

What were the failures and mistakes you made in your business life? What did you learn from it?

Back when I used to be a Sales Representative, specifically at the early stages, I feel I didn't use my full potential during my communication with potential prospective customers, most likely due to the lack of experience at the time. I feel that I could've used a more empathic approach at times, which may have possibly resulted in a better return. However I did manage to continuously work on this scope ever since, with decent results at that.



ASPIRATIONS & SELF DEVELOPMENT PLAN

1. What are your short and long term aspirations/ goals?

My motto in terms of goals has always been relatively simple. Short term, I strive for excellence, exceeding expectations, etc. you name it. However long term, I strive for perfection. Now, as to the definition of the latter, I'm afraid it will take more than one or two short terms goals to figure it out for myself once and for all. So far so good.



Thank You!

