**Aadam Saiyed**

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International Business and Management student at Aston University with experience in the hotel industry as well as the catering industry. I am looking for an opportunity in the corporate business industry in a large firm to experience and develop my skills in the process of identifying challenges and providing solutions for the client. I would like a 3 month (12 week) work placement commencing End of May/June 2019.

**Education and Qualifications:**

**Aston Business School – International Business and Management (BSc) Sept 2016- July 2020 [2.1 in the first year]**

* Intercultural Communication- A module on understanding cultural differences and developing communication styles suitable for working with a diverse group.
* Strategic Finance- Observation of financial markets and analysis of public limited company financials.
* Marketing Management- This included my 10 minute presentation to a panel of judges and a Muller representative regarding a product they sell and ways to improve it or rebrand we were given a 2.1 for this presentation
* Stage I Arabic- Initial stages of the Arabic language with enough knowledge to hold basic conversations with people.

**Mathew Boulton College (BMET) Sept 2014- July 2016**

* Extended diploma in Applied Science D\*DD (UCAS 360 points)
* Class Representative and an ambassador during the OFSTED meetings

**Queen Mary’s Grammar School Sept 2008- July 2014**

* 12 GCSE’s at grades A-C
* English, Maths and Triple Science at A-B

**Employment and Experience**

**Volunteer at Seva Café (Summer 2016) (India)**

* Worked as a chef and waiter at a business that was run on a unique model of gift economy. Everything from the menu to the number of staff was run on donations and volunteering. With all profits going to charity.
* in addition to working with people from different cultures and speaking another language to communicate with guests, I experienced a business model that differed from the corporate model, and learned about creating a successful business.

**Computing and CRM assistant at Burlow & Spencer (February 2016- May 2016) (UK)**

* Managing and monitoring all sales activity using computing systems including Excel.
  + Reviewing between 100-150 calls daily and making the executive decision of carrying forward or rejecting a case using communication and listening skills.
  + Identifying and cross matching key words with the data provided on the information systems for use by the sales team who would then follow up the contacts.
  + I learnt how to work on tight deadlines whilst paying attention to details such as key words in each call as well as use Excel to order and sort data.

**Travelodge front-of-house manager (October 2015- February 2016) (UK)**

* Room bookings, checking in guests, managing stocks and dealing with hotel transfers.
  + During each shift I had to check in guests using the Opera system.
  + Assist guests with travel requirements such as booking taxis or reserving places to eat.
  + Monitoring and assessing service standards making sure every aspect if the clients stay exceed the standards of cleanliness and comfort set by the hotel executives. Being the sole representative of the business during the shifts helped develop my confidence in communications, marketing and management. This job had helped my time management and organisation skills.

**World Challenge Expedition (2013) (Western Kenya and Uganda)**

* 1 month expedition to West Kenya and Uganda.
* Managing resources and finance for the team during acclimatisation.
* Learnt to adapt to different communication methods with local traders in the markets, learning a few phrases that helped the team purchase food in the markets.

**Volunteer at homeless project (2012-13; 2015- current) (UK)**

* Served up to 100 homeless/vulnerable adults each evening providing hot food and companionship, an ear for the guests to speak to.
* Working as a team. I learnt the skills of stock management, people management and effective management of resources and space.

**Achievements:**

* UK Maths Aptitude Test Bronze award (2010)
* Youth First Aid (Level 2) (2011-14)
* National Citizenship Service award (2014)
* Science, Technology, Engineering and Maths (STEM)
* Silver award (2014) Emergency Medical care (Level 2 First Aid) (2017-20)

**Interests:**

* Chess
* Cycling
* Video gaming (PC)
* Travelling to new countries (at-least one new country every 2 years)