

# Adil Nawaz Khan

## Summary

Dynamic and results-driven sales professional with about 08 years of experience in different Areas with different companies exposure, mainly worked in North region that is Islamabad, KPK, Gilgit, Kashmir and some cities of South Punjab as well. Proven track record in sales, strategic planning, channel development, team development, and leadership. Adept at devising and executing strategies to generate sales and attain set objectives. Expert in formulating effective and efficient distribution networks, assigning targets to teams, and ensuring the realization of business partner ROI and KPIs.

Committed to delivering exceptional services through a positive attitude and leadership within fast-paced environments. Articulate communicator, exhibiting excellent organizational, interpersonal, and multitasking skills at all business levels.



## Education

- **MBA in Marketing** from Superior University, Lahore  
2015 — 2017
- **B.Com (Hons) in Marketing** from Punjab University, Lahore.  
2011 — 2015
- **FSc Pre Medical** from Islamia College, Peshawar.  
2008 — 2010
- **Matric in Science** from BISE, Bannu  
2006 — 2008

## Achievements and Curricular Projects during Studies.

- Did a Project “Epicurean Café Business Plan” as an Entrepreneur.
- Develop and Launch a new Juice in the Market named as “Pure Roh”.
- Research Paper “Relationship of dynamics affecting buying behavior of university Students”
- Research Paper “Impulse purchases of New products; an empirical analysis in Pakistan”.
- National level player of Badminton represented Bannu, KPK, College and University in different provincial and national level competitions.

## Languages

- English
- Urdu
- Pashto
- Punjabi

## Personal Details

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20-Jan-1992

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House No.02, Street 01,  
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## Skills

Formulation of effective and efficient distribution Network.

Team development, assigning targets and leading the team.

Ensuring Business partner ROI and KPIs.

Sales forecasting and target achievement.

Ensuring availability, visibility and customer service.

Good in working at Oracle, SAP and Microsoft Office.

## Employment History

### **BERGER PAINTS PAKISTAN**

**Job title:** AREA MANAGER  
**Concern Area:** North region: (Jhelum, Chakwal, Islamabad, Rawalpindi, KPK, AJK and Gilgit.  
**Job Period:** Feb, 2023-Present

Effectively led, directed, and managed a skilled team of 10 members, facilitating the achievement of predefined objectives in managing sales and partnerships with government and private institutions, construction firms, housing societies, hospitals, and universities. Sold Berger Paints materials, including road marking paint, water-based, and protective coatings. Facilitated tailored solutions to meet client needs, driving company growth and market presence a consistent supply of essential stock-keeping units (SKUs) in key account establishments. Looking after operations and all official communication with all the mentioned segments of customers.

#### ***Key Contributions:***

- Established dealers and hired team for Swat, Muzafarabad, Skardu and Gilgit.
- Did Fateh jhang-Kohat, Balkasar-Mianwali roads with KNK and SKB construction company.
- Did M2, Swat Motorways maintenance plus Waziristan, Bajaur Orakzai and Old Bannu road with FWO.
- Did several other projects with Zeeruk international, Nespak, PHA, NHA, PDA and CDA in the region.
- Provided services to Bahria enclave, Park View, Capital smart and Blueworld city.
- Presently doing E-11 and park road projects also King Fahad University with NLC and Zeeruk international.

### **ZIC MOTOR OIL (Hi Tech Lubricants Ltd)**

**Job title:** ASSISTANT SALES MANAGER  
**Concern Area:** Kohat, Bannu, D.I. Khan, Bhakkar, Mianwali and Waziristan.  
**Job Period:** Feb, 2022-Feb, 23

Led, directed, and managed a competent and experienced team of 12 members and provided support in attaining set goals. Developed and executed strategic plans to drive retail marketing and channel development within assigned areas. Ensured availability of core SKUs in retail and key account outlets.

#### ***Key Contributions:***

- Planned and established distribution and hired team for Bannu, D.I. Khan, and Kohat.
- Achieved sales growth of approx. 50% on this belt.
- Defined and set sales team monthly targets and offered guidance in attaining desired objectives within timelines.
- Trained and facilitated the sales team to enhance performance and productivity.
- Formulated and executed tactical plans related to distribution management and development.

## **HAIDRI BEVERAGES LIMITED (Franchise of PepsiCo International)**

**Job title:** MARKET DEVELOPMENT EXECUTIVE  
**Concern Area:** Bannu, Lakki Marwat and Waziristan.  
**Job Period:** Oct, 2018- Feb, 2022

Headed and supported a team of 9 members and oversaw all functions related to retail marketing and channel development across the assigned area. Maintained proper checks and balances to confirm the availability of core SKUs in retail and key account outlets. Steered efforts towards the attainment of monthly targets (Primary and Secondary). Completed market visits on a regular basis to collect insights and competitor information.

### ***Key Contributions:***

- Accredited as a “Top Performer of 2021” on the scorecard amongst a total of 65 MDEs at NBL and won a Dubai trip.
- Delivered exceptional performance and won the Pepsi Champions league consecutively for 08 months.
- Performed route planning and set targets for the sales team to accomplish monthly targets.
- Conducted training sessions for sales team development and management as well as focused on SKUs monitoring and demand enhancement.
- Accomplished almost every month primary and secondary sales targets and added 187 new outlets to the business.
- Defined routes for the sales team and effectively implemented the Pre-Journey Plan technique.
- Brought improvement in cooler integrity report from 21% to 78%.

## **BUXLY PAINTS LIMITED (Berger Paints Group)**

**Job title:** SENIOR SALES OFFICER  
**Concern Area:** Islamabad, Rawalpindi and Whole Khyber Pakhtunkhwa.  
**Job Period:** Sep, 2015-Oct, 2018

Rendered expert services as a senior sales officer; covered corporate business of the company in Islamabad and KPK. Adopted best practices and procedures to assure effective management of existing corporate clients. Registered firm in different Govt. and private organizations as an official vendor.

### ***Key Contributions:***

- Negotiated, finalized, and added new clients to the business which aided in increasing sales.
- Achieved monthly, quarterly, and annual sales targets through proper planning and management.
- Attained record sales of 53,000 Ltrs in a single month, completed packages factory Sanjwal annual contract, and finished Gomal university D.I. Khan annual paint repair work contract.
- Completed SIDB WWC annual paint contract and many other contracts of paint in KPK and Islamabad.

*Firstly, I Joined Buxly Paints as **Sales officer** Projects (Job details and achievements mentioned below) later on promoted to Senior Sales Officer.*

Rendered expert services as a sales officer projects business; covered architects and construction companies of Islamabad and Rawalpindi, worked on projects both residential and commercial.

***Key Contributions***

- Did Air University Hostel with collaboration of Naqvi and Siddiqi associates.
- Did Kitchen cuisine different outlets with collaboration of CITE Architects.
- Did Chai-khana different outlets with collaboration of CITE Architects.
- Did three different PSO fuel stations with collaboration of Ar.Humayun Khan.
- Did four residential projects with collaboration of DB Studio. (Ar.Saifullah Siddiqi).
- Did three residential projects with Ar.Fawad and Suhail.
- Did many small projects with other different architects and construction companies of Islamabad and Rawalpindi.

**References will be furnished upon demand.**