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CAREER OBJECTIVE

To be a part of such a dynamic and progressive organization in which new opportunities and experiences are offered. Seeking a Challenging Marketing or Sales position that will ensure growth in my professional career and progress in organizational targets, A high-impact leadership position requiring creative and innovative approaches to problem solving, strategy development to meet the Objectives.

EXPERIENCES & SIGNIFICANT ACHIEVEMENTS

ZRK Group March 2020- Present

Sr. Executive Sales & Marketing:

Achievement of KPI targets in the assigned region.

Development and implementation of Sales Plan

Retail Dealers, distributors and operations Management

Assigning & meeting or exceeding sales goals & recovery targets to Sales teams

Helping determine pricing (discounts, Sales) schedules for quotes, promotions, and negotiations.

Regional monitoring visits on Sales team & Dealers

Retailers Branding indoor and outdoor Trade Marketing, and Event Management

Reporting and ensure continuous improvement

CANTAB PUBLISHERS: Nov-2016 to Mar-2020

Area Sales Manager (North & Central KPK):

Exploring new Markets & Regions in KPK,

Developing, hiring, Training team's location wise (KPK)

Managing Meetings, Dialogues, Conventions, Seminars and Sessions

Sales executions with teams, new dealers' development

Distributions & retailers network Monitoring

Monitoring progresses of every region Reporting to HO.

MIA CORPORATION (PVT LTD) ISLAMABAD - June 2013 to July 2015:

As Sr. Sales Executive (Sale and Marketing Department)

Developing commercial / Client relationships

Exploring opportunities, Project lead generation.

Coordinating with consultants, clients, contractors and architects

Coordinating for the pre-qualifications of company.

Tender Documentation & meetings.

Presentation & reporting to the Management Monthly & Quarterly.

▪ **Education Summary**

BBA (Hons) Marketing	CECOS University of IT and Emerging Sciences Peshawar	2008-13
FS.c Pre-Engineering	B.I.S.E Mardan	2006-08

▪ **CERTIFICATES AND TRAININGS**

- *MS Office: Future Vision Organization*
- *ENGLISH proficiency certificate from CECOS University Peshawar Pakistan: 2013*
- *IDS: (Innovative Development Strategies Pvt Ltd (Islamabad) 2014:*
- *SDF (Sustainable Development Foundation):2013*
- *RMI: Communication Skills (2014)*

IT SKILLS AND COMPETENCIES

- *Excellent Command on MS Office (All Versions)*
- *E-mailing through Outlook Express, Thunderbird & from Web*
- *All Windows base application*
- *Collaborating & Partnering*
- *Managing a Quality Service*
- *Engaging Internationally*
- *Making Effective Decisions*

PERSONALS

Interests: Travel, Hiking, Gym, Cricket
Nationality: Pakistani

Born: 24 Jun 1989
Marital Status: Married

Languages	Written	Spoken
▪ English	<i>Fluent</i>	<i>Fluent</i>
▪ Urdu	<i>Fluent</i>	<i>Fluent</i>
▪ Pashto	<i>Fluent</i>	<i>Fluent</i>

References

Will be furnished on request