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**Faisalabad, Pakistan.**

### Objective

To seek a Leading Managerial position in a well-reputed organization. It will give me an opportunity to utilize my existing working potentials with practical experience of credit on a broader prospect. I have a strong will to excel my career rapidly with all of my capabilities, commitment, innovation and full dedication.

### Career Summary

Extensive work experience in a **multinational environment** covering all **managerial & executive** strategy to boost the sales and activate the new sales channels in a field of **Consumer Finance/ FMCG**. Strong hands of experience in **Accounts/Financial Operations, Bank/Party Reconciliations, IBT Operational/Installation capability of Oracle/MS SQL/ERP, Audit, Warehousing, Supply Chain & Customer Services.**

### EXPERTISE

**Operations Excellence**, relationship and capability development to deliver company volume and **sales targets**. Lead and collaborate **multifunctional** team of **sales, supply chain, Finance, Administration. Logistics and information systems** to ensure process and operational excellence.

**Sales, Marketing, Finance and Management Professional** with broad skills in managing people, programs, and Organizations. Proven abilities in:

- **Planning**, implementing and overseeing **effective sales, marketing and business programs**.
- **Selecting, training and grooming staff** members for increased levels of responsibility.
- Accomplishing important business objectives by **developing collaborative** relationships within and outside the company.
- Managing **business /Retail Outlet operations** with a keen eye on **effective utilization** of resources.
- Delivering **effective sales/Product presentations** creating and presenting sales training programs.
- Developing strong professional customer relationships & **Customer Service**.
- Strong command on Company **Account/audit, Budgeting, Credit & Recovery issues**.
- Strong analytical and problem solving skills.
- Team work / Group / Interpersonal and **Leadership skills**.
- Sound understanding of current selling techniques & ability to **meet deadlines**.
- Best player in **Inventory Management/Control**, design **Supply chain & warehousing**.
- Strong command on MS Office, Star Office, Power Point, Oracle & web base software operations, E-mail & Internet, Windows /Trouble shooting.

### Professional Experience

#### Manager Sales & Marketing Corporate Sales (Multan Chemicals Ltd)

(Since July-2019)

- Corporate Sales & Recovery, Tenders/Bids
- Order Execution,
- Demand & Supply Management
- Customer Service

#### Area Sales Manager (Multan Chemicals Ltd)

- Sales & Recovery, Tenders/Bids
- Dealers Network Operation
- Institutional Sales/Industry Sector
- Hospitals & Medical Sector
- Order Execution, Supply Chain ,Demand & Supply Management
- Ware house management /Operations/Hiring/Firing/ Training
- Customer Service & administration
- Implementations of Company Policies



## **BRANCH MANAGER**

**RUBA DIGITAL (Ruba SEZ Group)**

**(Jan-2017 - June-2019)**

**“BUY NOW PAY  
LATER ”**

- Sales & Recovery
- Product presentations
- Demand & Supply Management
- Retail outlet operations & staff Management
- Customer Service
- Inventory Management

## **BRANCH MANAGER**

**United Sales (Pvt) LTD (2014-2016)**

**(a Dawlance Group Company)**



**“Diyanat  
Financing“**

- Manage team of **12 CRO's, 05 Franchises and 02 Dealers.**
- Plan to achieve **Sales & Recovery Target** for territory assigned & allocation of Target to Sales Team accordingly with supporting & supervising them & hit **highest Sales in USL Faisalabad History in 2010**
- Responsible for **Retail shop /outlet operations**, proper display, avoid display gaps and merchandising executed as per Company Standards & insure Price Tags placement.
- Maintains store staff job results by **coaching, counseling**, and disciplining employees, planning, monitoring, and appraising job results & Ensure SOP's implement at assigned area.
- Execute **marketing activities**, Conduct Corporate/Institutional **Sales Display/ Demo.**
- **Plan to achieve HP recovery** through strong follow up which sold on credit & **HP Documents Verification** as per Company SOP.
- **Presentations** for Company Management about branch performance /Suggestions
- Presentations for **Corporate Customers** for Installment Sale & **“ Diyanat Financing “**
- Provide **good customer services** to the clients and avoid delays in complaints of the customers.
- Take care of **Fixed Assets, Branch expanses** at the minimum side & Control all the **security measures** i.e. Lock & Keys / Cash.

## **BRANCH ACCOUNTANT**

**United Sales (Pvt) LTD**

**(2006 - 2014)**

- Branch Accounting System, administration, Book keeping & MIS Operation / Reporting to HO.
- Branch Budgeting, Receivables, PDC's, Payable, Cash, Petty Cash, Banks & Bank Reconciliations.

## **Branch Accountant & MIS Administrator**

**(1999 -2006)**

**INTERNATIONAL BRANDS (PVT) LTD.**



- Branch Accounting System, administration & MIS Operation / Reporting to HO & Sales Staff.
- Branch Budgeting, Receivables, Payable, Cash, Petty Cash, Banks & Bank Reconciliations.
- Ordering & Inventory Management, Supply Chain & also supervision of Stock handling.
- Vehicle Repair & Maintenance, Stock Audit, Delivery Van Operation, check & control.

## **ACADEMIC QUALIFICATION**

❖ MBA(Marketing)	2005	66%	2.6 GPA	PIMS Faisalabad
❖ B. C. S.	1996	76%	3.11 GPA	N. C. C. S. Lahore
❖ F. A.	1992	62%	C Grade	Faisalabad Board
❖ Matric	1990	72%	A Grade	Govt. S. S. H. S. School FSD.

## **PROFESSIONAL QUALIFICATION**

❖ Business Programming Diploma	1998	I. C. S.	Faisalabad.
❖ Textile Designing & Tracing Diploma	1993	N. A. E.	Faisalabad.