

# Muhammad Aish Javaid

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## OBJECTIVE

To secure a career in a reputed organization, which appreciates professional approach and hard work, where I can utilize my knowledge, various skills & experience in contribution towards fulfilling the company's growth objectives, develop my career and excel in the field.

## SUMMARY OF EXPERIENCE

- Currently Worked at **Pakistan Cables Limited, Karachi** (Rawalpindi Based) As Senior Executive Trade
- 3.6 Years works as Territory Sales Executive **Bestway Cement Limited** (Xtreme Bond Division) Based at Rawalpindi & (1.4 in Pakcem Cement Division at Sargodha)
- 6.5 Years works at **AGP (Pvt.) Ltd** at various Positions (Sargodha /Faisalabad Based)
- 4.5 Years work as Junior Manager **Oxford University Press, Pakistan** (Sargodha Based)

### Carrier History

<b>Employer</b>	: <b>Pakistan Cables Limited (Lahore / Rawalpindi) Based</b>
<b>Position</b>	: Senior Sales Executive Trade
<b>Period of Service</b>	: July 2017 to date
<b>Assignments</b>	: Achievement Monthly, Quarterly & Yearly Budget Plans : Ensure Productive Planning for Business Development : New Dealers Inductions : Ensures to Visits of all Dealers and prospective Dealers in the assigned regions : Brand Capacity building both Volume & Brand wise : Maintain and develop close lesions with Dealers and other prospectus. : Ensure smooth coverage : Analyze Market trends & competitor Activities : Organized Promotional Programs : Ensures Recoveries, Order Management through Real-time oracle based System : Monitoring of counterfeits

<b>Employer</b>	: <b>Bestway Cement Ltd. (Pakcem Sargodha Based / Xtreme Bond Division-Rwp Based)</b>
<b>Position</b>	: Territory Sales Executive
<b>Period of Service</b>	: Jan 2014 to July 2017
<b>Assignments</b>	: Achievement of Monthly, Quarterly & Yearly Budget Plans : Ensure Productive Planning for Business Development : New Customer development : Ensures Visits of all Tiles & cement Dealers in respective region : Ensures visits of all Primary & Secondary Market of Rawalpindi District : Ensure Capacity building both Volume wise & Brand wise : Maintain and develop close lesions with clients. : Ensure smooth coverage & execution of orders : Analyze Market trends & competitor Activities : Organized various Promotional Programs : Organized New Brand Market lunching survey : Team Coaching & on Job Training : Ensures Recoveries, Claims /Ledgers, Logistics & Orders processing

**Employer** : **AGP (Private) Limited, Sargodha/Faisalabad Based**

**Position Held** : SPO-SSPO-ARSM-Regional Sales Manager

**Period of Service** : July 2007 to 31<sup>st</sup> Dec 2013

**Responsibilities** : Achievement of Monthly quarterly and yearly Budget Plans  
: Visit of Listed Doctors  
: Smooth Coverage of the respected Area  
: Customer Development  
: Organized Scientific Training Session & RTD's  
: Explore New Business Opportunities and Meeting Deadlines  
: Team Handling on Job Coaching /Training

**Employer** : **Oxford University Press, Pakistan (Dealer Network) Sargodha Based**

**Position Held** : Junior Manager

**Period of Service** : July 2000 to Dec 2005

**Responsibilities** : Achievement of yearly Budget Plans  
: Organized Book Fairs and Teachers Training programs in the given Areas  
: Visit of Listed Schools, Colleges and Libraries  
: Explore New Business Opportunities, Meeting Deadlines  
: Distributor Handling and Piracy Monitoring

## PERSONAL PROFILE

Ambitious and energetic composed under pressure and get along very well with people at all levels. Possess excellent communication and selling skills. Very organized with professional approach.

Date of Birth : 06 November 1975  
Religion : Islam  
Marital Status : Married  
Nationality : Pakistan  
CNIC # : 38403-2243210-1

## ACADEMIC & PROFESSIONAL QUALIFICATIONS

Master's in Economics : University of the Punjab, Lahore (1999)  
Computer Knowledge : MS Office, Internet Applications etc.  
IELTS : British Council, Islamabad (2006)  
Workshops : Attend various workshops on Sales Skills and Marketing Strategies etc.

## CAREER ACHIEVEMENTS

- Participate Annual Sales Conference (**OXFORD UNIVERSITY PRESS**) at **Sri Lanka** July, 2004
- Participate Annual Sales Conference of **AGP (Private) Limited** at **Malaysia** in 2007
- Become **AIK DIN KA BADSHAH** at Pakistan Level at AGP as SPO 2008
- Declare Best **SPO** of the Region and ZONE 2008 and Promoted in Next Grade as Sr.SPO
- Win **Umrah Tour** on 2009 at BEST YTD Achievers in Region and Zone 2009 **AGP (Private) Limited**
- Win **Umrah Tour** on 2010 as best performer of the zone **AGP (Private) Limited**
- Win **Dubai Tour** on 2011 at BEST YTD Achievers in Region and Zone AGP (**Private**) **Limited** and Promoted in next grade as Asst. Regional Sales Manager
- Declare Best ARSM of central zone 2012 at BEST YTD Achievers in Region and Zone and **Promoted** in next grade as Regional Sales Manager **AGP (Private) Limited**
- Get 3 **consecutive** promotions in 4.5 years at **AGP (Private) Limited**

## HOBBIES & INTERESTS

Travelling, Reading

## PERSONAL STRENGTHS

Friendly and easy going with people, keen observer, fast learner & good listener

## COUNTRIES VISITED

Saudi Arabia, United Arab Emirates, Sri-Lanka, Malaysia

## WORKING AREA

Sargodha, Faisalabad, Rawalpindi/Islamabad, KPK & Mirpur (AJK)

## REFERENCES

Furnished when required

