

Curriculum Vitae



MALIK HAMID

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EDUCATION

MBA (Sales & Marketing)	College of Business Administration
BA. (Statistics & Economics)	Govt College Faisalabad
FSc (Pre Medical)	Govt Science College Faisalabad
Matric Science	Govt Technical High School Faisalabad

ADDITIONAL

- Attended sales Excellence Training session arranged by **SMEDA** conducted by **Chamber of Commerce, Lahore.**
- Attended Course of Marketing Management from **Institute of Education Research, Department of Punjab University.**
- Certificate of Appreciation awarded by **Moody International** in recognition of Services rendered in implementation of ISO 9000 System in **Fine Gas Company.**

PROFESSIONAL EXPOSURE

- Multiple tasked operating skills and extra ordinary sales operation skills in distribution appointment /distribution operation and dealer networking on territorial / zonal / regional bases. (Central Punjab, South Punjab and North)
- Performed as a project sales manager in different firms for the sale of infrastructural development High rise Buildings Housing Societies and Govt and Military (MES) projects.
- Expertise in Architectural and Consultant base business achievement.
- Expertise in Distribution/Dealer networking, New Openings, operations and analytical workings.
- Expertise in Sales team operations and strategic planning. Corporate housing and industrial project sales..

EXPERIENCE & EXPERTISE

- **BETA PIPES (PROJECTS DIVISION)**
Here I worked as a Sales Manager Projects Private Corporate Department High Rise Buildings All Housing Societies, CDA Sector Development Divisions. Projects of Infra structure developments where Sui Gas MDPE Pipe placement is required through Construction Companies
- **JAMAL PIPES INDUSTRIES (PROJECTS DIVISION HDPE MILD STEEL PIPE LINES)**
Here I worked as a Manager Sales & Marketing for 4 years (All Govt departments MES military engineering services B&R Building and Roads, Private Division) Central ,North Punjab, AJK Region.

- **BBJ pipe Industrial Private Limited.**
Here I worked as a Area Sales Manager and served Govt. Departments Industrial and Private Sector.
- **NIPPON PAINTS PAKISTAN PRIVATE LIMITED LAHORE**
Here I worked as a Territory Sales Executive
- **TAPAL TEA PVT LIMITED LTD**
Here I worked as a Territory Sales Executive Faisalabad Territory.
- **FINE GAS COMPANY LTD. (INDUSTRIAL & MEDICAL GASES)**
Industrial Estate Kot Lakhpat,
Here, I worked as a Assistant Sales Manager Business Development for 04 years
Performed all industrial Sector working regarding Fabrication Gases Liquid Gases oxygen, Argon and helium for MRI Installations.
Performed Installations VIE Bulk Gases Business in steel Rerolling Sectors
- **SITARA CHEMICALS INDUSTRIES (PVT.) LTD.**
32-KM Faisalabad Sheikhpura Road, Faisalabad
Here, I worked as a Sales Executive for 01 year

SKILLS

- *Excellent interpersonal skills*
- *Excellent communication skills*
- *Report writing & presentational skills*
- *Highly energetic and self-motivated*
- *Highly dynamic to accept the market challenges*
- *Excellent P.R. building skills*
- *Extremely target oriented person*

INTEREST & ACTIVITIES

- **Drawing / Sketch making**
In this regard received appreciation letters from Ministry of International Relations of Iran & Nepal
- **Sculpture**
With Coaltar & Clay
- **Music** (Ghazals & Songs)

PERSONAL PARTICULARS

Father's Name : Malik Fateh Ali
(Late) Marital Status : Married