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| A self-motivated achiever with an ability to manage, plan, initiate and execute, having good exposure of work in administration & managing, recruiting the peoples, sales & Distribution with strong leadership to handle, manage & trained the peoples professionally. Good grip on computer Excel, PowerPoint, Word and making presentations.  **WORK EXPERIENCE**  ***Grid Manager: ZONG (CMPak) April 2022 – Present***   * Leading, managing, recruiting, maintain records of teams effectively efficiently and coaching and trained them for the actual right roles. * Hiring new business partners and peoples to cover the gaps after gauging potentials for the growth of business & concerning department.   ***Regional Manager: Ufone (PTML) Oct-2021 -- April-2022***   * Responsible and leading peoples, CS staff, Franchise, Retail channel for their efficient performance with revenue & customer growth. * leading twelve Area managers, Six MFS officers & five BDOs with 1.5B volume annually, also responsible for recruiting and groom staff. * Regular analysis and making data base information to support HR & sale department of all KPIs/performance review of GSM, FS, wallets, Cashin, Broadband, post Paid, 4G & Net Adds, 5000 retailers and take strict follow ups with teams that they remain engaged with retail/franchisees. New Induction of Business partners, coaching and trained them for different roles. Making presentations as well. * Worked as **Regional Head** on interim basis in the month of April 2022.   ***Senior Area Manager: JAZZ (reporting to VEON Netherlands) Oct-2006 -- Oct-2021***   * Monitoring and analyzing the records and documentations of different tasks of given company’s KPI. * Recruiting the peoples and trained them as per given company’s role in sales & Customer services departments. * Secured **Sales incentive Trip** “Destination Beyond the Dreams London” in 2020. * Secured **Sales incentive Trip** of Cape town South Africa of Sims & Jazz cash in 2018. * Secured **Sales incentive Trip** of Dubai & Baku of Jazz Cash in 2017. * Awarded by Shield of Q-1 2012 in managing, handle, recruiting, making records of peoples in retail Sales, Distribution in MBD zone.   ***Retail Distributor: Ufone (PTML) May-2004-- Oct-2006***   * Distributing scratch cards in 130 retail outlets & wholesale market with merchandizing. Responsible for company’s revenue growth on monthly basis and increase retail footprint MoM with over delivering the targets.   ***Export & Import Documentation admin Officer: Universal Company PK Textile Aug-2003 -- Feb-2004***   * Handle the sales tax and import & export documentations queries till consignment completed.   ***Finance & Admin Officer: Ufone (Franchise) Aug-2002 -- Aug-2003***   * Worked as a Finance Officer to maintain their accounts, ledgers, and online activations of Ufone SIM connections. * Make all financial reports regarding scratch cards, sims, office expenses and provide profit & loss sheets to franchise. Making and keeping records of admin and give analysis to senior management.   ***Sales Executive CITI Bank Apr-2002 – Jun 2002***  ***Production Manager Grace Sanatory Fittings Feb 1998 -- Feb-2002***  --------------------------------------------------------------------------------------------------------------------------------------------------***EDUCATION***  Bachelor of Arts 1998 Punjab University  ***PROFESSIONAL TRAININGS***  [Grooming for Success] [Culture of Excellence] [Time and Stress Management] [People Managers Toolkit] [Training of Facilitators]  [Jazz Leadership Academy Training (NUST)] [Sales Excellence Certification program] [Complete training on Channel growth]  ***SKILLS***  Planning/Organizing & Leadership skills. Information Gathering & Analytical and business acumen. Communication, presentation & coaching skills. Creative, Energetic, Hard work & Enthusiastic. Take new challenges with multi-tasking and customer centric mindset.  Ability to work well in a pressure situation, self-motivated and flexible. | . |