**Jawwad Ahmed Siddiqui**

Bismillah Town, Mirpurkhas Road,

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**PERSONAL SUMMARY**

A self-directed marketing expert who takes great pride in exceeding goals, and who always displays the highest professional demeanor, selling style, and appearance. I have a long track record of achieving sales quotas for allocated accounts on a quarterly and annual basis. I possess excellent relationship building skills, have a consultative approach to achieving results, and will easily fit into any role whose primary objective is the presentation, promotion, and sale of products in a given territory. On a personal level I’m comfortable talking to customers at all levels of responsibility, including high end decision makers. Right now I’m looking for a suitable position with an exciting and ambitious company that wants to employee the very best sales professionals.

**AREAS OF EXPERTISE**

Sales Cycles
Territory/Area Management
Sales, Marketing and Promotional Campaigns
Competitive Market Research and Analysis
Strategic and Tactical Planning
Credit Recovery on as per Company Policy.
Problem Resolution and Decision Making
Strong Professional Relationship Building through Strong & Effective Communication.
Retail, Wholesale and Dealer Network Development.

**CAREER HISTORY**

**AREA MANAGER HYDERABAD from April-2021 TO Continue**

**SASSI PAINTS.**

To Harmonize Dealer-Company Relationship.
Ensuring smooth supplies for the assigned Area/Territory Dealer Network.

**ASSISTANT SALES MANAGER. HYDERABAD THTTTA CEMENT**

**April 2018 to March 2021.**

To work in a stimulating and challenging environment with opportunity to use my current experience and enrich my knowledge and enhance my experience. To contribute towards the achievement of organizational objective by applying my professional skills while working as a team member for the growth of my career. I have more than 3 year Experience at Thatta Cement Company Limited as a Sales Executive (Sales& Marketing)

**TERRITORY MANAGER – January 2012 – March-2018.
Castrol Lubricants– Hyderabad.**

Achieving targeted territorial growth at a rate and margin consistent with the company’s marketing plan Hyderabad and lower Sindh South Markets.

Develop & maintain Direct Worthy Relations with Key Accounts & other Small Medium Potential Dealers.

 To develop and maintain sustainable Dealer channel network, (Castrol Bike Points & Independent Car Workshops, Oil Changers) where company invest and use the mechanics like Doctors to write prescriptions for Castrol Products.

**SALES OFFICER –2008 - 2012
Engro Fertilizers Ltd– Hyderabad.**

Ensured operations as per HSE (Health Safety and Environment) policy and guidelines.

Carried out operations as per policies & procedures and in compliance with existing laws.

Performed sales of all brands as per approved Sales Plan in the assigned territory.

**TERRITORY INCHARGE –2000 - 2008
Nestle Pvt: Ltd– Hyderabad**

Planned weekly stocks from factories.

Managed warehouse of two distributions having inventory of 25 to 30 Million at a time.

Looked after distributor’s profitability, cost analysis and their Return on Investment (ROI) and suggested measures where and when required

**ACADEMIC QUALIFICATIONS**

University Of Sindh
MBA-E 2000

**REFERENCES**

Available on request.