

FARJAD SIDDIQUE

House #A 94 block 4 saadi town malir ca nt Karachi, Pakistan

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PROFILE

Sales experience with Strong problem-solving skills using a logical methodology. Self-motivated, strong organizational skills, reliable, capable of learning new technical skills quickly. Able to work under tight deadlines and rapidly changing priorities. Detail oriented and able to multitask. Works well with others as well as independently. **Committed to sacrifice personal life to deliver high quality product on time.** Without compromising quality.

Personal Strength

- Strong inter-personal organization skill
- Sincerity towards job and punctuality
- Able to cope under pressure
- Very meticulous and versatile
- Excellent communication skills
- Can work independently or as a part of team

CAREER SKILLS/KNOWLEDGE

- Advertising placement
- New product pricing
- Product promotion
- Sales training and Development
- Inside and direct sales
- New client Development
- New product case Development
- Competitive strategy Development
- Long- and short-range planning

CAREER ACHIEVEMENTS

- Manage the entire inside and outside sales force for 3 companies, increasing sales by double digit figures for three consecutive years,
- Consistently ranked in the top five sales officers in jotun paints as measured by overall revenues generated and year over year increase in revenues.
- Developed new client's acquisitions strategies for sales team and subsequently trained workforce in new client acquisition program.
- Restructured inside and outside sales department for a jotun paints, worked with managers and members of the marketing team,

EDUCATION

University of Karachi (UBIT) 2007 – 2010

- BSSE Software Engineering

Swedish Institute of Technology (D.A.E)2001 – 2003

- Diploma Associate Engineering(electrical)

Gulshan Technical High School (SBTE) 1998-2000

- Matriculation from Sindh Board of Technical Education (electronics)

KEY SKILLS

- Office** Office Management
Skills: Records Management
Database Administration
Documentation
Flow Chart
- Computer** MS office
Skills: Windows

EXPERIENCE

- **AL-FAROOQ BUALINDING MATERIAL** Sales & Marketing (2023 April to 2023 Oct)
Job description
Site Visits, Approach Purchaser & Builders to Define Colour Benefit & Quality Site Speciation, Responsible to manage Bahria Sales, Develop strong Relationship with Builder and potential customers.
- **UNIVERSAL PAINTS** Area Sales Manager (2021nov to 2023 Jan)
Job description
Area sale manager with 12+ months ,experience in training and supervising sales staff, and planning implementing sales strategies, team leading and launching successful marketing campaign into filing a ASM position, leading a team of 10 sales officers and 5 sales promoters, responsible to manage area business, responsible to plan execute & drive area number along with kips, response to manage &execute trade marketing activities for optimum result, develop and strengthen relationship with existing and potential dealers / retailers .
- **JOTUN PAINTS** Senior Sales Officer (2016dec 2020Oct)
Job description
Site visits, Colour benefits to client, help them choosing best colour for projects, site specification identification, share and sampling different colour schemes according to client selection, trainings for sales promoters managing sales promoters, manage inventory and stock of multi products.
- **ABU DAWOOD** Sales Representative (2012AUG 2016oct)
Job description
Introducing new products to dealers, proper display our products on stores/shops, maintain stocks,describe products specification and detail to dealer, promotion for new launched products.
- **EZ system** Marketing Manager (2011MAR 2012FEB)
Job description
Clients visits, software explanation, requirements gathering, client services, get uat approval, finalize requirement from client and define it to team.
- **Dream world resort** Section Manager (2007mar 2007dec)
Job description
Manage client's data, manage multiple teams, team meetings and sessions on how to handle client and its payment, describe new promotions, deal closing, collect data from cellular company, client selection from provided data for pitching the deal/offer.
- **NBP Karobar** Sales Officer (2004mar 2006nov)
Job description
Collect queries from market/shopkeeper, define schemes to whole sellers, get approvals for all the sold vehicles from the bank, customers verification, maintain customers data.

Core Skills:

Handled multifaceted tasks. Maintained data and ensured the delivery of premium service to endure. Quickly became a trusted assistant known for “can-do” attitude, flexibility and high-quality work.

INTEREST AND ACTIVITIES:

Mind Games, Reading News Paper and Magazines

PERSONAL DATA

FATHER NAME	:	Anjum Pervez(late)
DATE OF BIRTH	:	23-11-1983
DOMICILE	:	URBAN AREA (SINDH, KARACHI)
N.I.C. NO	:	42101-1552395-1
MARITAL STATUS	:	Married
PASSPORT NO	:	KD848072
DRIVING LICENCE, NO	:	42101 1552395-1#872

REFERENCE

Will furnished upon request