



FARMAN ULLAH

About me

To join an organization where I can grow on the basis of my personal ability and to private effective and efficient service to the best of my knowledge and experience to work of devotedly in dynamic environment to fulfill the organization and personal goal to become an integral part of an organization of repute. Where I can learn more and add some extra value of overall.

Contact

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Education

2019 to 2021

MBA Marketing

(UNIVERSITY OF SCIENCE AND
TECHNOLOGY BANNU)

M.SC (COMPUTER SCIENCE)

(UNIVERSITY OF SCIENCE AND
TECHNOLOGY BANNU)

B.SC

(GOVT DEGREE COLLEGE LAKKI
MARWAT)

Hobbies

- BOOKS READING
- OBSERVATION
- POETRY
- TRAVELING

Language

English

Urdu

Pashto

TECHNICAL SKILLS

- NETWORKING
- DATA BASE
- OFFICE MANAGEMENT
- SALES OPERATION AND MANAGEMENT

PERSONAL INFORMATION

Father Name:	AMAN ULLAH
Date of Birth:	21-APR- 1990
CNIC NO:	11201-5634978-9
NATIONALITY	Pakistani

COURSE

CCNA

(IT ALOUN DERS PVT. LTD PESHAWAR)

MSCE

(IT ALOUN DERS PVT. LTD PESHAWAR)

ISA@EXCHANGE SERVER

(IT ALOUN DERS PVT. LTD PESHAWAR)

CONFERENCES AND WORKSHOP

Different conference and training class have been attended like, Peshawar university, UNDP of design, maintenance and implementations.

PERSONAL STRENGTH

- Conceptual Skills
- Critical Thinking
- Self Confidence
- Adaptability
- Time Management
- Interpersonal Skill

PERSONAL STRENGTH

- Good communication skill
- Ability to work as a team leader
- Self-motivated
- Disciplined
- Good team player

ORGANIZATION: Current Job

Responsibilities:

ORGANIZATION: DESIGNATION:

Responsibilities:

ORGANIZATION: DESIGNATION:

Responsibilities:

Experience

AI SHUJABAD AGRO INDUSTRIES

SENIOR TSE, (1 JULY 2023 TO TILL DATE)

- Responsible & team lead for all sales operation & activities in the assigned territory
- I visited the North areas & building strong and mutually beneficial relationships with customers/ business partners of North areas.
- Responsible teams lead for all sales operation & activities in the assigned territory.
- Directly response by for Islamabad sales of 65 Tons and managing a team of 21 sales men.
- Communication with customers, resolving complaints, problems, insuring the service quality of the Technical Support Services Team.

ISLAMABAD TEA COMPANY

TSM (JAN 2020 TO JUNE 2023)

- Directly responsible for Islamabad and Rawalpindi
- Bara kaho sales of 70 tons and managing a team of 26
- Salesman and 4 tso.s. Development and implementation
- Wholesale and retail development and visibility in territories,
- Servicing 35 00 retail outlet through sales force.
- Exploring new shops/area to increase our direct Territory coverage & expand business.
- To ensure performance based Culture at territory which results in delivering sales

Targets:

- Responsible to manage secondary sales of covering
- Islamabad sector .Rawalpindi sector and Bara kaho develop and implement Field sales plan for the assigned area

NESTLE FROM JAN-2014 TO MAY-2020

TERRITORY SALES EXECUTIVE

Responsible & Team lead for all sales operation & activities in the assigned territory.

- Visiting the market on daily basis & documentation & reporting the actual market status of our sales operation & trade competitor activities to ASM & distribution.
- Exploring new shops/area to increase our direct distribution coverage & expand Business.
- Managing company assets e.g. Chillier, POP material.
- Training distribution DS Fs to ensure compliance with company policies/standards.
- Ensuring proper coverage and frequency of sales staff to trade.
- Ensuring proper control over market returns through FMR.
- Ensuring sales / RI G target achievement with strong follow up & supervision with the team.
- Ensuring effective TTS management.
- Building strong and mutually beneficial relationships with customer/ business Partners.
- Supervising & managing distribution sales team.
- Aligning infrastructure as per business & market needs.
- Practicing and ensuring, implementation of good management practices.
- Ensuring proper implementation of Nestle Quality System:
- Warehousing stock norms, market hygiene & tractability.
- Building strong relationship with trade.
- Ensuring implementation of sales core objectives (SCO) in assigned territory
- Designed & implemented RTM for 5 Distributions which leads to Increasing in 10 vans serving 12 new villages.
- Appointed new distributor in assigned Territory to focus on outskirts of the territory for retail Penetration.

ORGANIZATION: DESIGNATION:

Responsibilities:

UNHCR PAKISTAN

PROJECT COORDINATOR (FROM JAN 2010 - DEC 2010)

To ensure that implementation of all the projects are in the line with the budget.

- Play a bridging role between NGO partners.
- In coordination with project Manager.
- Maintain regular contact with other NGOs, local partners and government officials.
- In coordination with project Manager work closely with local level authorities and communities to ensure that the project conforms to governmental strategies & local development plans of communities.
- To prepare and support in making and delivering plan for the capacity building of the partners in different areas as per requirements of the projects.
- Close collaboration with partners to ensure their relevant performance is delivered.
- To maintain the overall responsibility for the efficient, cost effective use of project funds, in accordance rules & regulations to arrange for the timely recruitment and procurement of quality services and equipment.

ORGANIZATION: DESIGNATION:

Responsibilities:

CENTER OF IT SERVICE DEP'T OF PHYSICS, UNIVERSITY OF PESHAWAR

NETWORK ENGINEER (JAN 2011 TO DEC 2011)

My job description is network supervisor to manage LAN WLAN, 9 Dual extender and one sky connector.

- I am also responsible for providing fiber optic & Network assistance to different departments as well as administrative offices.
- Installing and configuring wireless as access point to clients at their residence.
- Well versed to window 2003 server and exchange.

References:

REFERENCE WILL BE FURNISHED ON DEMAND.