**Iftikhar Qamar**

 House No. A-418, Block-L, Street# 11,

Near KMDC, North Nazimabad, Karachi

 Cell # +92-332-3663477

 E-mail ID: [iftikharqamar777@gmail.com](mailto:iftikharqamar777@gmail.com)

***Career Objective***

To obtain a position of responsibilities that utilizes my skills and experience and keen to work in an environment where I can enrich my knowledge.

Presently, I am looking forward to work under a professional organization, where I can report & perform my duties/ responsibilities along with my expertise, energy, time, dedication & efforts.

***Qualification***

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| --- | --- | --- |
| **Education** | **Institute** | **Grade** |
| Bachelor of Commerce | University of Karachi | 2nd Division |
| Bachelors of Business Administration | EMAAN Institute of Management Sciences | CGPA – 3.16 |

***Professional Experience***

**Naveena Steel Mills Pvt Ltd I Karachi** Apr 2021 to present

***Assistant Manager Corporate Sales***

Reporting to Head of Corporate Sales

* Effectively contributing the monthly sales volume of more than PKR 200Mn into various market niches.
* Proactively managing relationships with the Project Teams, Consultants and Contractors to maintain the set business goals and extracting the market intelligence.
* Efficiently selling to the broad range of sectors that span around manufacturing industries, infrastructure projects, civil and commercial development projects.
* Actively involving in the collections of receivables with the apposite management of cash to receivables ratio.
* Aggressively adding customers’ portfolios by enhancing market reach and building core customers relations.

**Amreli Steels Limited I Karachi** Feb 2018 to Mar 2021

***Sales Officer***

Reporting to Sr Sales Manager

* Developing new business and maintaining existing business in order to develop the product portfolio to achieve the monthly assigned targets.
* Regularly visiting to the broad range of market segments to enhance the company’s growth and to maintain the achievements of sale targets.
* Maintaining successful relationship with builders, contractors and industries to deliver the unmatched services and performance of products.
* Continuously visiting the construction projects to develop relationship with the key stakeholders in the buying cycle of the customers.

**Previously Worked**

* 02 years as a **Sales Officer** at **Habib Bank Ltd**.
* 1.6 years as an **Investment Relationship Manager** at **Bank Al-Falah**.

***Personal Information***

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| --- | --- |
| Father’s Name | Qamar Uz Zaman Khan |
| Nationality | Pakistani |
| Religion | Islam |
| CNIC # | 42101-8844972-5 |
| Date of Birth | 8th Oct, 1985 |
| Marital Status | Single |

***Computer Skills:***

* MS Office (MS-Word, Excel, MS Power Point)
* Internet Surfing