

KARAM ILLAHI QURESHI

Permanent Address:

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CAREER OBJECTIVE

- A Self motivated and hard working individual with experience in all aspects of working. Able to use own initiative and work as part of team. Proven leadership skills, including managing & motivating organization Good problem solving and analytical skills with computer knowledge.

PERSONAL PROFILE

- Father Name : Muhammad Rafique Qureshi (Late)
- Surname : Qureshi
- Date of Birth : 4th October 1975
- CNIC : 41303-1545093-9
- Domicile : Hyderabad
- Marital Status : Married
- Religion : Islam
- Nationality : Pakistani

ACADEMIC QUALIFICATION

- Matriculation from Islamia Modern High School, Hirabad, Hyderabad.
- Intermediate from City College, Hyderabad
- B.A (Bachelor of Arts) from City College, Hyderabad.
- M.B.A (Marketing) from University of Sindh, Jamshoro.

COMMUNICATION SKILLS:

- One Year Diploma in English Language from Horizon Institute of English Language, Hirabad, Hyderabad.
- Presentation Skills, Negotiation Skills, Team leadership, Motivational Skills.

COMPUTER SKILLS:

- DIT (Diploma in Information Technology) from Mehran Institute of Information Technology, Hyderabad.

EXPERIENCE

- Aug 2022 to till date at Mepal Leaf Cement Ltd. As a Sales Manager (Sindh).
- Jan 2016 to June 2021 at Aqua Relince Coating Pvt Ltd as a Area Sales Manager.
- December 2013 to December 2015 As a Area Sales Manager at Kansai Paint Pvt Ltd
- August 2012 to December 2013 as a Area Sales Manager at Fast Cables Pvt Ltd
- July 2009 to August 2012 as a Territory Manager Kansai Paints Pvt Ltd.
- June 2007 to June 2009 as Marketing Officer Area Sales Incharge in Sitara Chemical Industries.
- January 2005 to may 2007 as Assistant Manager & Sales Marketing in Dada Bhoy Cements Industries.
- June 1997 to December 2004 as Sales Promoter (Area Sales Incharge) ICI Pakistan Ltd (Paints Business).
- June 01 1996 to April 1997 as Sales Representative Berger Paints Pakistan Ltd.

ACHIEVED RESPONSIBILITIES:

- **Sales Manager (Sindh) Mepal Leaf Cement Ltd. Aug 2022 to till date.**
- **Area Sales Manager Relince Aqua Coating Jan 2015 to June 2021.**
 - . Make an new Dealers for Sindh
 - . Mange all Sales Force, Sales Policies
 - . Mange Sales team, Three Sales officer (Trade) Five Sales officer (Housing)
 - . Launch New Primary & Secondary Schemes for Market
- **Area Sales Manager Kansai Paints Pvt Ltd (Jan 2013 to Dec 2015).**
 - . Make an new Sole Distributor for Sindh
 - . Mange all Sales Force, Sales Policies
 - . Mange Sales team, Two Sales officer (Trade) three Sales officer (Housing)
 - . Launch New Primary & Secondary Schemes for Market
 - . Win a Best Sales Person Award 2014-15
- **Area Sales Manager at Fast Cables Pvt Ltd August 2012 to December 2013**
 - . Launch Fast Cables in Retail Market Hyderabad and Through out Sindh
 - . Make new 25 Dealers in Hyderabad and Interior Sindh Market
 - . Launch Primary & Secondary Scheme in Market
 - . Successful working on Govt: and Private Projects
 - . Got Approval for fast Cables from Leading Govt: and Pvt Institutions
- **Territory Manager & Kansai Paints Pvt Ltd, 2013 December to December 2015.**
 - . Launch Kansai Paint in Hyderabad and Through Out Sindh Successfully
 - . Responsible for sale and marketing activities along with technical support in Assigned Territory (Hyderabad to Obaro) (Lower and upper Sindh.)
 - . Handled the sole distributor and more than 35 Sub-Distributor in all Important and big cities of through out Sindh.
 - . Launched Primary & Secondary Scheme in a market & designed new Scheme for market.
 - . Handled two sales officers, one in the Hyderabad and other one at Sukkur Territory.
 - . Achieved and get achieved all assigned targets in time
 - . Increased the numbers of retailers / dealers / customers in market.
 - . Handled al complains and other issues from distributors / market / Customers

- **Marketing Officer “Sitara Chemical Industries” June 2007 to June 2009**
 - . Responsible for all Sales and Marketing and Technical Support in Sindh and Punjab Region. Nooriabad to Rahimyar Khan.
 - . Handles a Distributor’s retailer and all related industries in respective Territory
 - . Deal with the vast network of 40-45 industries / retailers
 - . Handled all complains and other issues from industries and dealers.
 - . Handled tender business, stock transaction and provide technical support to industries
- **Assistant Manager Sales & Marketing Dada Bhoy Cement Industries August 2005 to May 2007**
 - . Responsible for all sales & Marketing Activities in Lower & Upper Sindh, Hyderabad, Interior Sindh up to Ghotki
 - . Manage all Sale force Four Sales Officer of Company, designed new schemes, keep an eye on competitors activity, achieved and get achieved all assigned targets, handles Hyderabad Zonal Office and staff Independently, Handled Distributors retailers and increased number of Dealer in a Market
- **Sales Promoter / ICI Pakistan Limited Paints Business June 1997 to December 2004.**
 - . Responsible for sales, Merchandises & Promotional activities in assigned Territory Hyd to Pano Aqil Dealt with the vast network of 15 to 20 dealers Retailer keep an eye on stock availability plus display, launched primary & Secondary Scheme in a market, Designed new schemes for market, paints contractors. Handled all complains from Dealers Customer. Handled all back Selling activities, provide interior and exterior colour scheme e.t.c achieved and get achieved all assigned targets in time and increased the number of retailers / dealers in a market.
- **Sales Representative Berger Paints Pakistan Limited June 01-1996 to April 1997.**
 - . Responsible for all back sailing activities in Hyderabad, look after all private Government/ Commercial project Colour Scheme and estimated cost of end consumers.

INTREST:

- Keeping fit Gym, Cricket, Karate, Reading Different suspense books.

LANGUAGES

- English, Sindhi, Urdu, Panjabi

REFERENCE:

- Reference will be Provide on demand.