

MUHAMMAD RUKHSHAN FAHEEM

MBA (Masters of Business Administration)

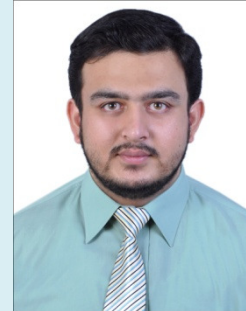
BBA (Bachelor of Business Administration)

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Rawalpindi, Pakistan.



CAREER OBJECTIVE

To apply my extensive sales and marketing experience in a challenging, creative and stable environment. The desired position shall utilize strong organizational and communication skills as well as an aptitude for interpersonal relations. Proactive decision maker, targeting challenging assignments across Sales and Marketing,

My greatest strengths are Problem solving, Agility, Adaptability and Communication skills, determination to work as part of a team to get work done within the given time. My education has empowered me to apply analytical and logical approach to tasks and the ability to work under pressure.

EMPLOYMENT DETAIL

Employment Details (Aug2020 - Present)		About the Company
Organization	Inab Estate And Builders	Inab Estate and Builder Provides the best options and conduct open houses to help market for-sale properties, whereas stay up-to-date on market trends and property values to best assist clients, also Develop positive and trusting relationships with customers by addressing individual needs. Inab also provides construction facility including material, machinery and labor.
Organization Type	Consultation and Developer	
Designation	Director	
Tenure	August 2020 to date	
Location	Bahria Town Rawalpindi, Punjab	
Area(s) of Experience	Sales and Marketing	

AREAS OF EXPERIENCE

Achievements and Responsibilities	<ul style="list-style-type: none">Working with different material suppliers and traders for better prices and quality of material.Arranging Deformed bar, Metal plates and Electric wires from UAE for companies in free zone .Communicated clearly with clients to identify their needs and budget and match to available properties.Constructed 5 houses as of now.	<ul style="list-style-type: none">Negotiated and managed sales contracts and answered all client questions.Regular market research on the availability of projects for investment.Negotiated and managed sales contracts and answered all client questions.Scheduled walkthroughs of prospective properties and guided clients through each home's features and value.
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Employment Details (Sep2011 – July2020)		About the Company
Organization	Bishah Steel Industries LLC	Bishah Steel Industries LLC is a subsidiary of Saudi (KSA) company Al – Tuwairqi Group (ATG). ATG is the manufacturer of Deformed steel Re-bars and Steel Coils. They have subsidiaries all over world. This includes DRI Plant, Steel Fabrication Plant, Electromechanical, Transportation and Trading. They are one the largest private steel manufacturer in Middle East.
Organization Type	Steel Fabrication	
Designation	Senior Sales and Marketing Executive	
Tenure	September 2011 till July 2020	
Location	Dubai Investment Park, Dubai	
Area(s) of Experience	Sales and Marketing	
Reporting to	Asst. General Manager	
ERP in use	SAP	
AREAS OF EXPERIENCE		
Achievements and Responsibilities	<ul style="list-style-type: none"> • Market Al-Tuwairqi and Conares Steel in GCC. • Successfully created and developed Wire Mesh, Deformed Steel, for the Company in GCC & N. Emirates. • Engaged new customers to increase the turnover and coverage expansion. • Making monthly sales projection report for effective demand planning. • Establish and maintaining productive report with Purchase Department. 	<ul style="list-style-type: none"> • Submit regular reviews on customer's project updates to Management. • Keep effective coordination with the Supply Chain and Sales Administration for timely dispatch of orders to keep the high -level of customer satisfaction. • Meeting with the Manufacturers, Fabricators, Contractors and Builders to promote our company products. • Render solution to customer complaints while safeguarding company's interests. • Supervision of the junior sales team.
ERP		
SAP Experience	<ul style="list-style-type: none"> • SD module user. • Command on sales order and billing. 	<ul style="list-style-type: none"> • Asses requirement for further development of reports in SAP • Perform Troubleshooting when needed and coordinate with other SAP Team members for solution.
PROJECTS / ASSIGNMENTS		
Involved in the preparation of following Reports:		
<ul style="list-style-type: none"> • Sales and marketing Plan for Bishah Steel Industries LLC. (2014, 2015, 2016 2017, 2018, 2019 and 2020). • Business Plan for Bishah Steel Industries LLC. (2014, 2015, 2016 2017, 2018, 2019 and 2020). • Monthly and annual market review and trend of business with reference to demand, supply, prices and inventory. 	<ul style="list-style-type: none"> • Weekly meeting with production planning and logistics to improve supply chain and efficiency in work flow. • Analyzing the operational hurdles and providing solutions to avoid in future. • Project Submittals for new project approvals. • Meetings and Follow-up with consultants to get approvals of material and maintain records. • Preparing competition and market research reports for the higher management. 	

EDUCATIONAL DETAILS		
Professional Qualification	Qualification MBA (Masters of Business Administration) Shaheed Zulfiqar Ali Bhutto University Dubai Campus 2012-2013 Majors: Marketing BBA (Bachelor of Business Administration) Bahria University Karachi Campus 2007-2010 Majors: Marketing	Major Subjects <ul style="list-style-type: none">International Marketing.Consumer Behavior.Services Marketing.Brand Management.Sales Management.Client Management.Global Marketing.Strategic Management.
	Academic Qualification Intermediate. (Pre – Engineering) Govt.Degree Boys College,Gulistan-e-Johar Karachi 2004-2006 Matriculation Gulshan-e-Iqbal Secondary School, Karachi 2002-2004	
SKILLS AND ABILITIES		
Microsoft Office		Professional Skills <ul style="list-style-type: none">Ability to work independently and team.Timely Reporting & meeting deadlines.Problem solving attitude.Responsible.Good presentation & communication skill.Managing workload and multi-tasking.
Application	Skill Level	
Excel	Simple Calculation.	
Word	Normal letter typing to complete formatted Reports	
Outlook	Managing contacts, ruling, other applications	
Power Point	Summarized Presentation Report of Sales and Marketing.	
Internet Surfing	Efficient and effective use of internet for business functions and requirement.	
PERSONAL INFORMATION		
General Information		Personal Skills <ul style="list-style-type: none">Hardworking and Honest.Ambitious and Visionary.Confident.Creative and innovative.Kind and Humble.Friendly and cooperative.Quick learner.
Father’s Name	Muhammad Faheem	
Emirates ID no.	784-1988-5417625-6	
Driving License (UAE)	1754513 (23/01/2013 to 23/01/2022)	
Religion	Islam	
Date of Birth.	1 st August 1988	
Marital Status	Married	
Languages known	English, Urdu	
Current Residence	Pakistan	
Reference	All Certificates are available upon request	