**CURRICULUM VITAE**

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***MOHSIN WARIS***

**Father's Name : Waris Ali**

**Date of Birth : 25-10-1992**

**Nationality : Pakistani**

**CNIC.No : 35202-4566095-3**

**Marital Status : Married**

**Religion : Islam**

**Contact Detail**

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**Permanent Address:**

H # 34-A, St # 1, Annexy Imamia Colony Shahdara Lahore

+92 323- 6468181

**Objective**

**Achievement of goals with commitment, dedication and Honest**

** approach through acquired knowledge. Experience And skills in**

**challenging environment and excel in Proficiency and ability.**

Email:mohsinwaris64@gmail.com

**Professional Experience**

1. **Current working as a TSE / TSO at Atif Brothers (Importer & Exporter) PVT Ltd Company (1st June 2023 to till date)**

* **WANLI Tyre (PCR, TBR)**
* **OBOR Tyre (PCR, TBR)**
* **SERVICE LONG MARCH (Starlux) (PCR, TBR)**

1. **1 Year experience Territory Sales Supervisor (2022 to 2023)**

**(Outreach Marketing Pvt Ltd) Pepsi Co Foods Pakistan Business Unit**

* + Screening and hiring of / DSR’s Sales Men and SD.
  + Achieving the monthly Volume targets locked at the start of the month.
  + Productivity of daily planned shops to be visited.
  + Ensuring Range availability of PCI snacks in the market.
  + Prime rack location Identification and maintenance of rack integrity.
  + FIFO has to be maintained both at the warehouse and in market.
  + Negligible stale in the market has to be maintained.
  + Identify stock requirement at the warehouse.
  + Capability development of distributors and distributor work force.
  + Rollout of Sales OOR modules across distributor work force.
  + Effective utilization of promotional budget by distributor and DSR.
  + Effective utilization of subsidies provided to the distributor i.e. stale allowance, DSR salaries and Van rent also by ensuring that DSR / Distributor lifts all stale product from the market, all vans and DSRs claimed by the distributor work throughout the month.
  + Conduct in market training/coaching with regular Follow up / Work with
  + New account development
  + Management of all PI assets including racks etc.
  + Implementation of Sales software at distributor end has to be ensured.

1. **10 Years experience Starting from Date: 2012 in *Pepsico International Private* Limited as a *Promoter* 6 Years experience at Metro (Ravi, Thokhar, Dha, Model Town Lahore) & 3 Years experience at Hyperstar ( Emporium, Packages Mall, Fortress Lahore) till end Date 31-03-2022.**
2. **1 years Worked experience as a *Computer Operator* at Mr. Half (Pvt) Ltd**
3. **1 years Worked experience as a *Order Taker* at Nation Water (Pvt) Ltd**

**Qualification**

|  |  |  |  |
| --- | --- | --- | --- |
| **DEGREE** | **Div** | **YEAR** | **BOARD/UNIVERSITY** |
| **B.A** | **2nd** | **2013** | **Punjab University Lahore** |
| **F.A** | **2nd** | **2011** | **Govt. M.A.O College Lahore** |
| **Matriculation** | **2nd** | **2009** | **Govt. High School Imamia Colony** |

**Certified Courses**

* 6 Months diploma in ***Short Hand from Waris College of Computer Sciences***
* 4 Months diploma in ***Office Management from Waris College of Computer Sciences (MS Word, Excel, Powerpoint)***

**Languages**

* + Urdu
  + English
  + Punjabi

**Hobbies**

* Books Reading
* News Paper

**Reference**

* Will be provide on your Demand