

QAMAR UZ ZAMAN

Head Business(Corporate)

Seeking continuous professional growth and applying the knowledge of business administration in combination with strong strategic and interactive skills towards meeting challenging growth and quality benchmarks set out by the regulators, organizations and industry by becoming part of a dynamic, efficient, business-oriented organization.

Work History

2002-01 -
2023-12

Head Corporate Business

Plum Qingqi Motors Limited Company

- An auto manufacturer multinational.
- Period served: January 2002, Present.
- Responsible for managing business of products throughout the country.
- Involved in designing marketing strategy with guidelines from the management.
- Takes care of support and provisioning issues of corporate accounts.
- Responsible for building strong relationship with Corporate Clients to ensure they continue to avail the facilities and services.
- Design Corporate Products & Services.
- Clientage to Multinationals, Financial Institutions, Banks, Govt., Local companies and Institutions.
- Design Sales & Marketing Strategy that can complement corporate services with guidelines from the region.
- Carry out Corporate Marketing and Promotions with respect to Market point of View.
- Gather Customer Feedback and compile market intelligence report.
- Gather customer Feedback for proper positioning of company's products for optimal performance with maximum benefit to the corporate Customers.
- Build strong relationship with Corporate Clients to ensure they continue to avail company's after sales

Contact

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Skills

Handling business sales and marketing the products



Excellent

Strong negotiation skills



Excellent

- Identify new business opportunity along with solving current pending support problems.
- Ensure compliance with budgets, targets, and deadlines through the implementation of cost-efficient controls.
- Ensure compliance with legal and ethical standards.
- Monitor and evaluate reporting employees
- Researching and evaluating new product opportunities, demand for potential products, and customer needs and insights.
- To monitor and assist in corporate Business deals, tenders and documentation of bids.
- Registration / Pre-qualification of Company in institutions.
- Induction of Products.
- Purchase tenders, obtain rates from Director Sales prepare quotation, documents, payment of Earnest Money / Security Deposit by Finance and submit before due date as per PPRA rules.
- Collect orders, if need verify through field force, obtain payment and execute orders arrange stamping if required.
- Maintain record of important institutions Company / competitors approved rates.
- Achieve and enhance yearly sales objective. Refund
- of advance payment and service charges to debtor buyer.
- Replacement of expired and damaged products, improve customer services.
- Maintain close liaison with Company all departments, Finance, Production, logistic and Field Force.
- Handle and control Key account of Canteen store Department (CSD) shops throughout Pakistan.

1999-08 -
2000-09

Executive Foreign trade

- To acquire and work for new agencies/representations of major international companies.

- To Identify and develop business for supply of equipments and items, cost estimation and preparation of proposals.
- To assist the seniors in matters of import and export.

**1997-06 -
1999-07**

Executive Institutions Business

Saigols Qingqi Motors Limited Company

- To prepare the plan to develop the institutional market.
- To conduct the display and product demonstration at client's premises.
- To find out the potential client and follow up to the existing at government, public and private sector of the industry.
- To deal with financial institutions regarding leasing matters.

**Jun1996 -
May1997**

Business Officer

Kohinoor Motor Works, Limited

- To prepare the plan to develop the institutional market.
- To conduct the display and product demonstration at client's premises.
- To find out the potential client and follow up to the existing at government, public and private sector of the industry.
- To deal with financial institutions regarding leasing matters.
- Faysal Bank Limited Position: Management Trainee (Internship) Bank's Profile : An investment bank now a commercial bank- Lahore.

Education

**2001-08 -
2003-09**

MBA: Marketing

Preston University - Islamabad GPA:
3.0

1986-03 - 1989-07	B.Sc.: Physics, Double Mathematics <i>HEC Approved University</i>
1983-04 - 1986-06	F.Sc (Pre: Engineering <i>Government Degree College, Samundari</i>
1981-03 - 1983-04	Matriculation: Science <i>Board of Intermediate & Secondary Education Sargodha</i>
2021-06 - Current	Certificate online Program in Public Procurement by World Bank May 2014 Certificate on Sales/Distribution by Golden Dragon Bus Co. Xiamen, China, 2013 Certificate on Rights of Bidders in PPRA Rules in 2011 Certificate on How to Avoid Mis Procurement in 2013 Certificate on Capacity Building Training courses by PPRA Islamabad
2013-01	Certificate on Pre-Qualification Process & Documentation in 2014 Certificate on Preparing Bidding Documents in
2019-01	Certificate on PPRA, SAPRA, KAPRA New rules in 2015 and 2017 Certificate online E-Commerce Management & Digital Marketing <i>Virtual University</i>

Accomplishments

- Winner business scheme in 2009, visited China Beijing, Jinan and Xiamen like Golden Dragon Bus Co.T-King and Sino Truck co in 2013.
- Declared second highest position in 2012-2013. • Declared best Head Business by Company and UMRA scheme in 2004, 2015, 2016, 2017, 2018, Attended various workshops and seminars conducted by company and Government departments on business .

Chinese Management

Worked with **MD Mr. Li Shu 2002 to 2007**

MD Mr. Wang Zei Hai 2008 to 2016

Former President Pak China Joint Chamber 2020 & 2022

Exiting Investment Counselor BOI Beijing China

MD Mr. Wang Shujun 2017 tp 2021