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Jaranwala Road, Faisalabad

Rehan Nawaz





About Myself:

Myself is a business management professional having eighteen years of professional education in marketing, I have also done professional studies to excel my professional skills as well other than my academic educations. Carrying almost seven years of diversified professional expertise of different national and multinational firms.

Career Objective:




I am seeking for a competitive and challenging environment within an organization where I can serve the organization with the help of my professional education an expertise to help the organization to reach its long term strategic goals.

Academic Qualifications:

University	Degree Title	Year	Overall Result
	M.B.A (Marketing) Equal To M.S Management Sciences	2019	CGPA: 3.56/4 Percentage: 77% Grade: B+ Division: 1st
RIPHAH International University			
	B.S (Hons.) in Business Administration (Marketing Specialization)	2018	CGPA: 2.54/4 Percentage: 70% Grade: B Division: 2nd

COMSATS University Islamabad

Professional Qualifications:

Institute	Diploma/Certification	Session	Overall Result
	Advertising - 101 for Marketing, Branding, Product Development & Selling Ideas	2020	Successfully Completed
Lahore University of Management Sciences (LUMS - Lahore)			
	2 Years Diploma in Marketing, Sales & Distribution Management	2011 To 2013	Marks: 1580 / 2000 Percentage: 79% Grade: A
Trade Testing Professional Council of Pakistan (PIMS Islamabad)			
	2 Years Diploma in Business Administration & Management	2007 To 2009	Marks: 1599 / 2000 Percentage: 80% Grade: A

Trade Testing Professional Council of Pakistan (PIMS Islamabad)

Employment History:



Diamond Tyres Limited

From The Maker of "Diamond Supreme Foam"

Designation:

Zonal Sales Manager

Assigned Zone:

Faisalabad, Sheikhupura, Hafiz Abad, Shahkot, Jaranwala, Khurrianwala, Jhumra, Satyana, Tandlianwala, Samundri, Dijkot, Mamunkanjan, Kunjwani, Muridwala, Khidar Wala, Painsra, Amin Pur Bangla, Sangla Hill, Jhang, Gojra, Toba Tek Singh, Shorkot, Chiniot, Pir Mehal, Kamalia, Rajana

Core Responsibilities:

Distributions Management, Primary & Secondary Sales Targets, Sales Team Handling & Training Sessions, Distributions ROI, BTL Activities, Towns Storming & Market Brand Visibility, Sales Forecasting, Range Selling.

March
2020
To
Present



PANTHER
TYRES & TUBES

Panther Tyres Limited

Designation:

Area Sales Officer

Assigned Areas:

Faisalabad, Jaranwala, Khurrianwala, Shahkot, Satyana, Tandlianwala, Samundri, Dijkot, Chiniot, Sangla Hill

Core Responsibilities:

Distributions Handling, Primary & Secondary Sales Targets, Sales Team Monitoring, Distributions ROI, Third Part Brand Promotional Team Handling, BTL Activities, Towns Storming & Market Brand Visibility

Jan,
2016
to
Nov,
2019



Peridot Products (Pvt) Limited

(Formerly: Sara Lee Kiwi Pakistan (Pvt) Limited)

Designation:

Senior Sales Officer

Assigned Areas:

Lahore, Kasur, Okara, Raiwind, Bhai Pheru, Talwandi, Kot Radha Kishan, Khudian Khas

Core Responsibilities:

Distributions Handling, Primary & Secondary Sales Targets, 22 Persons Sales Team Monitoring, Third Part Brand Promotional Activities, Towns Storming, Brand Visibility & Availability.

April,
2015
to
Jan,
2016



Philip Morris (Pakistan) Limited

(Formerly: Lakson Tobacco Company Ltd.)

Designation:

Sales Executive

Assigned Territory: Faisalabad, Jaranwala, Sheikhupura, Farooqabad, Shahkot, Nankana

Core Responsibilities: Distributions Handling, Secondary Sales Targets, Whole Sale & Key Accounts Handling, Brand Merchandizing, Brand Promoters Team Handling, Brand Availability, Visibility & Market Coverage, Market Senses etc.

Dec,
2009
to
June,
2012

Strengths:

Creativity
Determination

Self Motivated
Optimistic

Enthusiasm
Dedication

Weaknesses:

Blind Trust
Too Honest

Humor
Patience

Aggressiveness
Nettlesome

Professional Expertise:

FMCG Sales

B2B Sales & Marketing

Tyres & Lubricants

Distributions Management

Professional Skills:

Leadership Skills

Negotiation Skills

Team Building Skills

KPI Implementation

Flexibility

Presentational Skills

Motivational Skills

Adaptability

Relationship Building

Management Skills

Selling Skills

Problem Solving Skills

Personal Information:

Date of Birth:

09, November, 1986

Father Name:

Muhammad Nawaz

CNIC Number:

33100-0722443-9

Religion:

Islam

Blood Group:

A+ (Positive)

On Job Trainings:

Session (21 & 22 December, 2016)

Panther Tyres Limited

"Territory Management"

One Day Session (28-May-2011)

Philip Morris (Pakistan) Limited

"Selling & Merchandising Fundamentals"

Session (16 & 17-July-2010)

Philip Morris (Pakistan) Limited

"Selling & Negotiation Skills"

One Day Session (17-Feb-2010)

Philip Morris (Pakistan) Limited

"On Job Coaching for Success"

Computer Skills:



MS Excel



MS Word



Power Point



Language Skills:



URDU



English



French



Hobbies:

Cricket



Football



Movies



Travelling



Music



Reference:

Reference will be provided on demand.