0333 - 966 11 13 (What's App) 0321 - 966 11 13



rana.rehan@outlook.com



House P-715, Street 8, Hassan Pura, Jaranwala Road, Faisalabad

## Rehan Nawaz



3.56/4

77%

B+

1st

#### **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

M.B.A (Marketing)

Equal To **M.S**Management Sciences

Year

**Overall Result** 

CGPA:
Percentage:
Grade:
Division:

**RIPHAH** International University



**B.S** (Hons.) in Business Administration (Marketing Specialization)

2018

2019

CGPA: 2.54/4
Percentage: 70%
Grade: B
Division: 2nd

**COMSATS** University Islamabad

### **Professional Qualifications:**

Institute

Diploma/Certification

Advertising - 101 for

Marketing, Branding, Product Development & Selling Ideas

Session

**Overall Result** 

Successfully Completed

Lahore University of Management Sciences (LUMS - Lahore)



2 Years **Diploma** inMarketing, Sales& Distribution Management

2011 To 2013

2020

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.



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



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.



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 Promotors Team Handling, Brand Availability, Visibility & Market Coverage, Market Senses etc.

March 2020

Tο Present

Jan, 2016 to Nov.

2019



Dec, 2009 to June, 2012

#### **Strengths:**

#### Weaknesses:

Creativity
Determination

Self Motivated
Optimistic

Enthusiasm Dedication 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:**

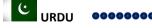








### **Language Skills:**









#### **Hobbies:**















### Reference:

Reference will be provided on demand.