

Linkedin.com/in/smshahzad

North Karachi, Karachi,

(+92) **300** 8222 541sm.shahzad@gmail.com

Joined the industrial sales team of the leading UK based multinational thread manufacturing company of the world and within 3 years of span achieved over 400% growth in the assigned accounts. Responsible for Overall Sales/Collections of the assigned accounts. Develop six new accounts in just 10 months. Developed a Master Plan which will multiply current A-Grade Customers’ turnover by 2 times.

Married in 2008 and having 3 children

University of Karachi

Task Oriented

Planning

Masters in Economics & Finance (2002 ► 2004)

**PERSONAL**

Feb 1996 ► Sep 2000

Aug 2001 ► Apr 2003

Territory Sales Officer – Baby Master Diapers

Sales Distributor – Shezan International (Pvt) Ltd

Assistant Manager Marketing – Gem International

May 2003 ► Nov 2004

Appointed in Group Magazines Department and soon transferred to the most vibrant department in print division, i.e., ROP/Display considering high value performance and dedication. Making high-quality relations with agencies by providing excellent services, proposed different creative ideas to generate business, excellent in yield management and maintain satisfying business growth rate. Great team player

**Resumē**

Jan 2008 ► Sep 2010

Associate Manager Marketing – Jang Group

**ABOUT**

**STRENGTH**

Research

Presentation

Data Management

Analysiss

Extensive Sales & Marketing knowledge coupled with creative ideas for product applications and a solid history of sales success. Proven ability to develop sales potential in new market areas. Strong analytical and planning skills, combined with the ability to coordinate the efforts of many to meet organizational goals. Productive and efficient work habits without supervision. Self-motivator and strong leadership skills with high energy.

**EDUCATION**



Dec 2004 ► Dec 2007

Sep 2010 ► Present

Sr. Manager Marketing – Business Recorder Group

Syed

MUHAMMAD

**SHAHZAD**

**WORK EXPERIENCE**

Joined as Assistant Manager in the year 2010 and soon promoted to Senior Manager Marketing in less than four years with added responsibilities in areas other than print division, i.e., RTN (Recorder Television Network; Aaj News/Aaj Ent.) and report directly to Group Director Marketing. Increased sales in the assigned accounts while maintained healthy business relations. Creative and smart selling to print clients by offering value additions in electronic medium and vice versa