

**SYED RIZWAN UL HASSAN**

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**OBJECTIVE:**

Work in a dynamic and professional environment where skills, knowledge and abilities can be shared and learnt.

**WORK EXPERIENCE:**

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|  **→** **→** **→**  **→** | **M/S. Dove Melamine ware (D.M.W)****March 2013 Till Date****Position: Sales Manager**In this position my responsibilities are:* Lead Nationwide sales team members to achieve sales targets.
* Handling with distributors and pursue them for their orders and payments.
* Plans daily, weekly, monthly customer contacts & prospecting strategies.
* Develop new business opportunities to attain higher growth in sales targets.
* Monitor employee productivity and motivate team to reach daily dial goals.
* Report senior management on sales metrics, opportunities and threats.

**M/S. Tariq Glass Industries Limited. (Toyo Nasic)** **October 2006 to August 2008****Position: Asst: Sales Manager (Tableware)**In this position my responsibilities were:* To achieve sales objective through effective, regular and timely market

Coverage.* Develop new business opportunities to attain higher growth in sales targets.
* Supervise team in accordance with company policies and procedures.
* To ensure sales target achievement (Primary & Secondary).
* Provide timely and effective solutions aligned with clients needs.

**M/S. Tapal Tea (Pvt.) Limited. October 2003 to September 2006****Position: Territory Executive Sales**In this position my responsibilities were:* Control/Manage the distributor sales activities.
* Marketing material availability at distributor.
* Plans daily, weekly, monthly customer contacts & prospecting strategies.
* Managing the sales force.
* Meet Tapal’s customer satisfaction goals by effectively resolving all customer issues.
* Generate new clients in the market through market survey.
* Keep an eye on competitor activities.

**M/S. English Biscuit Manufacturers (Pvt.) Limited. October 1999 To September 2003.****Position: Sales Coordinator**In this position my responsibilities were:* Provide information about sales to head office and field staff and also make monthly sales analysis of Lahore / Gujranwala Region.
* Handling with all different towns and pursue them for their orders and payments.
* Maintain Trade Offer Reconciliation Sheet and claims.
* Make monthly targets incentive *(If target achieved.)*
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| ACADEMIC RECORD: |  |
| **Degree Course:** | **» B.Com** **Session:** 1998 **Marks Obtained :** 760/1300 Hailey College of Commerce. Punjab University, Lahore – Pakistan**» F.A** **Session:** 1995 **Marks Obtained :** 685 / 1100 Govt. Islamia College, Civil Lines, Lahore – Pakistan**» Matriculation** **Session:** 1993 **Marks Obtained :** 483 / 850 Govt. Islamia High School, Sunnat Nagar,  Lahore – Pakistan |
| **Computer Skills :** | **»** Microsoft Word**»** Microsoft Excel |
| **Training Course :** | 1. **SELLING EXCELLENCE** conducted by Tapal Tea (Pvt.) Limited. as on October 20, 2003.
2. **MOTIVATION AND SALES SUCCESS** conducted by Tariq Glass Industries Ltd. **(TOYO NASIC)** as on August 18, 2007.
3. **BARCLAY CARD Trainings** conducted by Barclay’s Bank in Dubai as on September 22, 2008.
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| **Professional Skills / Marketing Approach:** | * Customers care.
* Client Tracking.
* Client objection handling.
* Client Follow up.
* Monitoring of sales activities in the field.
* Manage daily sales assignments to the executives.
* Coordination of managerial activities.
* Marketing assessment.
* Promotional Techniques.
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| **Personal Memoranda:****References:** | Full Name: Syed Rizwan-ul-HassanContact number: 03004148377Date of Birth: November 27, 1977Marital Status: MarriedReligion: Islam Nationality: Pakistani Can be provided on request. |