

# MUHAMMAD SHAHZAD HASHMI

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<b>Career Objective</b>	Seeking a good career and holding a responsible position in a reputed organization and ensure credible performance to contribute towards achieving the organization's goals.
<b>Professional Summary</b>	Over Fiveyears'professional experience in Business Development, Sales, Marketing, Market Research, Customer Engagement, Team Management, Graphic Designing and Office Management.
<b>Education</b>	<p><b>Bachelor of Arts</b> Allama Iqbal Open University, Islamabad</p> <p><b>Intermediate</b> Board of Intermediate &amp; Secondary Education, Gujranwala</p> <p><b>Matriculation</b> Board of Intermediate &amp; Secondary Education, Gujranwala</p> <p><b>Certificate in Information Technology (6 Months Duration)</b> Winware Institute, Kamonke</p>
<b>Professional Experience</b>	<p><b>1. Area Sales Manager</b> <b>Feb 2020- Present</b></p> <p>Shahzad Hammad Traders, EasyFit TurkPlast, Lahore</p> <p><b>Summary:</b> Business Development, Marketing and Cross Selling of Retail Products, Public Relations,</p> <p><b>PPRC , UPVC &amp; Electric Conduits Manufacture.</b></p> <ul style="list-style-type: none"><li>● Requirement Gathering</li><li>● Consulting With Dealers Network</li><li>● Generating Business</li><li>● Market Research</li><li>● Developed relations with Team for their well-being</li><li>● Updated Sales formats and documents such as Dealer Policies, Rate List Comparison, Daily Reports and Sales Projections etc</li><li>● Working in South Punjab, North Punjab , Kashmir Markets.</li></ul>

## Professional Experience

### 2. Area Sales Manager

Feb 2020- Dec2020

Five Star Group of Industries, Gujranwala

**Summary:** Business Development, Marketing and Cross Selling of Retail Products, Public Relations,

#### **PPRC , UPVC & Electric Conduits Manufacture.**

- Requirement Gathering
- Consulting With Dealers Network
- Generating Business
- Market Research
- Assist Sales team all over in Pakistan.
- Responsible for designing, printing and distributing training certificates
- Developed and arrange Orientation Training for new employees.
- Developed relations with Team for their well-being
- Updated Sales formats and documents such as Dealer Policies, Rate List Comparison, Daily Reports and Sales Projections etc

### 3. Territory Sales Officer

Feb 2019-Jan 2020

Golden Ceramics Pvt Limited Gujranwala

#### **Summary:**

- Order taking from Market
- Marketing Intelligence
- Achieving Sales Targets (Monthly, Yearly)

### 4. Sales Coordinator

Jan 2018-Feb 2019

Gulf Sanitary Fittings. Gujranwala

#### **Summary:**

- Order taking from Market
- Generating Business
- Achieving Sales Targets

### 5. Territory Sales Officer

Nov 2015-Oct 2018

Outreach Marketing Services PVT LTD (Under Contract In Pakistan Tobacco Company)

#### **Summary:**

- Generating Reports in MS Excel Such as Daily Team Targets, Salaries Etc
- Team Management
- Target Achievement
- Working In Sheikhpura Muridkey and Narang Mandi City
- A Team working under my supervision of Sales Promoter And Brand Ambassadors.

<b>Computer &amp; Other Skills</b>	<ul style="list-style-type: none"> <li>● Proficient in Using <b>MS Office</b> and Internet.</li> <li>● Excellent working knowledge of <b>ERP</b> (a Company Software).</li> <li>● Excellent Computer Skills</li> <li>● Proficient in <b>English, Urdu&amp; Punjabi</b></li> <li>● Professional Photographer</li> <li>● Good at Movie Making &amp; Mixing</li> <li>● Proficient in <b>Coral Draw &amp; Adobe Photoshop</b></li> <li>● Good at Graphic Designing</li> <li>● Effective communication and interpersonal skills.</li> <li>● Ability to work efficiently in teams.</li> </ul>
<b>Activities and Interests</b>	<ul style="list-style-type: none"> <li>● Social Welfare</li> <li>● Community Mobilizer</li> <li>● Movie Making</li> <li>● Professional Photography</li> <li>● Music – Vocalist</li> </ul>
<b>Personal Information</b>	<p><b>Date of Birth:</b> 3-April-1995</p> <p><b>Nationality:</b> Pakistani</p> <p><b>Gender:</b> Male</p> <p><b>CNIC No:</b> 34102-3920193-3</p>