

Sarshar Habib

ADDRESS: House # 1580 Street # 87 Sector I-10/1 Islamabad.


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OBJECTIVE

My prime objective is to build a career with a progressive, vibrant and glowing presumed organization offering good opportunities and challenging working environment to improve my familiarity, experience and competency.

Experience

Company Name: Pakistan Cables Limited 
Company Type: Cable Manufactures
Designation: Business Development Executive
Commercial/Projects (NORTH)
Period: Dec 2021 to Till Date

JOB DESCRIPTION:

- Look after commercial Business in Projects/Construction and also in Govt sector.
- Build good business relations with architects/consultants and developers to get the business.
- Submitted Sales forecast on weekly and quarterly basis to meet the annual sales target.
- Submitted weekly and monthly collection plans.
- Submitted weekly basis visit plans to achieve the sales target.
- Submitted the sales pipeline of projects on weekly and quarterly basis from construction sites to meet the annual sales target.
- Understanding and Promoting company sales and Business plan.
- Analyze territory potential, track sales and status reports.
- Build & maintain good relationship with existing as well new Clients.
- Obtaining deposits and balance of payments from Clients.

Company Name: Electro Engineering Company Pakistan
Company Type: Electrical products, Led lights, Pvc Tapes
Designation: Area Sales Manager (North)
Period: Mar 2017 to Nov 2021

JOB DESCRIPTION:

- Researching the New Market.
- Supports and leads team members.
- Communicates deadlines and sales goals to team members.
- Marketing and promoting the products.
- Meeting and Exceeding Sales Goals.
- Understanding and Promoting company programs.
- Obtaining deposits and balance of payments from Clients.
- Visiting clients and potential clients to evaluate needs or promote products and services.
- Answering client's questions about credit terms, products, prices and availability.
- Maintaining client records.

Company Name: Gourmet Foods (ANC) Islamabad
Company Type: FMCG (Fast Moving Consumer Goods)
Designation: Manager Supply Chain
Period: AUG 2015 to FEB 2017

JOB DESCRIPTION:

- Manage Inventory Targets, Days of Supplies, Safety Stock Distribution.
- Identify the Right level of Inventory needed to Support our Business.
- Provide Forecasting Demand Planning.
- Recommend Forecast adjustment based on Market demand changes trend.
- Collaborate with all team members to share knowledge participate in team related activities.
- Work with operation team to meet inventory targets while maintaining customer service level.
- Promote Change in Positive manner.
- Prepare forecast inventory measurements to Managements.

Company Name: Denim Clothing Company Korangi Industrial Area Karachi
Company Type: Denim and Fashion (**Inditex Group Spain**)
Designation: Marketing merchandiser
Period: August 2012 to July 2015

JOB DESCRIPTION:

- Order follow up with planning dept.
- Communications with buyer regarding order related updates.
- Follow up samples/costing up to approval of bulk.
- Order raw materials with in deadlines to make sure shipment in time
- Solve customer Queries regarding production and Shipments.
- Take Approval of pre-production samples from Customer to run the Production.
- Trims follow up with planning dept and Procurement dept.

EDUCATION

Degree Title	Board/University	Percentage/CGPA	Passing Year
BBA (Hons) Marketing	GCUF	83 %	2010
ICS (COMPUTER SCIENCE)	BISE Faisalabad	53%	2006
SSC (SCIENCE)	BISE Faisalabad	70%	2003

COMPUTER SKILLS

- Microsoft Office
- Microsoft Outlook
- Oracle Data base Operating system and ERP

Personal skills:

- Excellent interpersonal and communication skills.
- The ability to work within a team and individually.
- Driven to learn and apply new ideas and skills.
- Problem solving.
- Proven ability to work to stringent deadlines.
- Able to adapt quickly to challenges and changing environments.
- Ability to understand and learn new technology.

PERSONAL INFORMATION

Father's Name	:	Habib Ahmad
Date of Birth	:	08-08-1986
CNIC #	:	33103-1846521-7
Marital Status	:	Married
Nationality	:	Pakistani

LANGUAGES

English
Urdu
Punjabi

FIELD OF INTEREST

Marketing and Sales Management
Business Development
Project Management
Customer Relationship Management

REFERENCES

Will be furnished on demand.