

C U R R I C U L U M V I T A E

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S/o
Said Rahim

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CAREER OBJECTIVE :

To make solid contribution towards the organization I serve by bridging the gap between existing resources of the organization and its strategic financial objectives by adopting suitable strategies either on my own or as part of a management team with special emphasis on quality of service.

PERSONAL STATEMENT:

I am confident with the ability to learn and adapt quickly to new challenges and to handle difficult situation under pressure. I have good communication skills, which enables me to work effectively either on my own or as a part of the team.

PROFESSIONAL QUALIFICATIONS:

M.com 2008 University of Peshawar, Peshawar (**Gold Medalist**)

SPECIALIZATION: Modern Accounts

ACADEMIC QUALIFICATION/ CERTIFICATE COURSES:

B.COM(Hons.) 2006 University of Peshawar, Peshawar

B.COM 2005 University of Peshawar, Peshawar

D.COM 2001 B. I. S. E, Peshawar

Matric 1997 F. G Board, Islamabad

PRACTICAL EXPERIENCE:

- **National Sales Manager at Mclone Steel Mill, Peshawar** from 1st September 2020 upto 30th June 2022.
- **Manager Sales at Prime Steel Industries, Peshawar** from 2th June 2019 upto 31st August 2020.
- **National Sales Manager at BM Steel Mill, Islamabad** from 1st March 2017 upto 31st May 2018. .
- **Manager Sales at FF steel** January, 2011 upto 31st March 2016.

Responsibilities.

Managing and training a hardworking, results-oriented sales force. Helping with several management functions to support sales functions.

1- Communicated with clients and Dealers to improve and develop business relationships, in addition to maintaining constant follow-up on their feedback.

2- Reviewed entire inventory lists on a daily basis to keep track of inventory flow.

3- Identified resource requirements and assigned responsibilities to different sales staff through proper coordination.

4- Helped in resolving critical issues related to sales and associated important

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SALES STRETEGIES AND SERVICES

- 1- Familiarity with all aspects of supplier relationship management.
- 2- Ability to cope with dynamic market conditions and develop sales strategy accordingly.
- 3- Ability to work in high-stress environments and to make complex decisions regarding pricing.
- 4- Extensive knowledge of sales and marketing strategies.

In the field of Sales and Marketing services I have been involved in carrying out of various assignments to boost up sales volume.

ADDITIONALS ACTIVITIES

Read Professional Journals of the Professional Institutes, reading of books, Sports activities, T.V shows watching, searching on Internet.

KEY SKILLS

- ▶ Enhance business for at B2B & B2C level.
- ▶ Source Approvals in different departments
- ▶ Get Business from Foreign Clients (Chinese)

KEY ACHIEVEMENT

Win Major government tenders through close interaction with Steel market also forecast future trends.

LANGUAGE SKILLS

Urdu, English, Punjabi, Pashto (Written and Spoken)

REFERENCES:

References will be furnished on demand.