

# CURRICULUM VITAE

## **PERSONAL DETAILS : MUHAMMAD SHEHZAD IQBAL**

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Mobile: (+92) 301-8867416  
Date of Birth: 25<sup>th</sup> Oct, 1981  
Gender: Male  
Nationality: Pakistani  
Religion: Islam  
Domicile: Peshawar  
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## **CAREER OBJECTIVE**

I am seeking challenging with an institute or organization that is rapidly expanding and offer good advancement positional in order to enhance my skill and serve them with convocation.

## **EDUCATION HISTORY**

Certificate /Degree	Passing Year	Division	Board / University
B. Sc	2003	2 <sup>nd</sup>	University of Peshawar
F.SC	1999	1 <sup>st</sup>	BISE Peshawar
SSC(Science)	1997	1 <sup>st</sup>	BISE Peshawar

## **Working Experience**

### **MAPLE LEAF CEMENT (2 Year Experience)**

#### **Lead Manager -White Cement**

*(June 2021 to Present)*

#### **Responsibilities:**

- Achieving monthly sales target of white cement and wall putty.
- Market visit to dealers and retailers' network and compiling survey on the basis of daily demand, Supply & Rates.
- Coordinate, Supervise and Guide B 2 B team and set sales and receivable target to them.
- Expand the retailer's network as well as developed new dealers in many areas.
- Managing and prove client relationships.
- Visit to retail shops for generate the order.

#### **Achievements:**

- Successfully launched HD Wall Putty in Peshawar and other regions.
- Achieve white cement targets & get promotion.
- Increase retailer's network of White Cement and HD Wall Putty.

## **KOPAK PAINTS (2 Years' Experience)**

### **Sales Executive**

*(January 2018 – March 2020)*

#### **Responsibilities:**

- Providing assistance in achieving sales target assigned by Territory Manager Sales.
- Conducting Visits to different high-rise projects.
- Meeting with concerned person's and Project Engineers of Multi Storey's Buildings.
- Overseeing quality control and health and safety matters on site.
- Preparing reports as required.
- Resolving any unexpected technical difficulties and other problems that may arise.

## **SPARCO PAINTS (3 Years' Experience)**

### **Area Sales Executive**

*(October 2013 – December 2017)*

#### **Responsibilities:**

- Providing assistance in achieving sales target assigned by Line Manager Sales.
- Market visit to dealers and retailers network and compiling survey on the basis of daily demand.
- Maintaining better customer relationship network to achieve assigned task and company's goal.
- To send quotation upon customer price inquiries and product specifications.

#### **Achievements:**

- Successfully achieved time to time quarterly target.
- Achieved full customer satisfaction in products quality and rate.
- Expand the retailer's network as well as developed new dealers in many areas.

## **ICI PAINTS (8 Years' Experience)**

### **Sale Officer**

*(August 2006 – September 2013)*

#### **Responsibilities:**

- To achieve monthly target of colour schemes & sales.
- Visit dealers & retailer's network & compiling daily bases report.
- Visit to new towns & project to promote our product.

#### **Achievements:**

- Successfully launched world of weather shield

- Increase sales on the retailers' network
- Developed new dealers in different areas.
- Increase sale of product from 500 liters to 1500 litres area wise

## **LANGUAGES**

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English, Urdu, Pashto