

Sohail Nasir

CONTACT

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OVERVIEW

I am adaptable and responsible person with excellent communication skills and capable Of working under pressure with logical mind and a practical approach to problem solving.

OBJECTIVE

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company.

WORK EXPIENCE

Akzo Nobel, ICI (Dulux Paint) **Senior Sales Officer – Mirpur**

Nov 2021 — Present

- Primarily responsible for identifying, developing and managing new/existing business opportunities.
- Looking after 24 Towns of Kashmir Belt, Chakwal Belt, Jhelum, Gujar Khan Belt.
- Managing the team of 6 people (Including DGT & DSR)
- Business expansion in existing & new geographies as per instructions.
- Handling the complaints from market.
- Manage the Payment Plan of Primary & making plan to off take stock for Secondary Sale.
- Develop a trusted advisor relationship with primary accounts, key stakeholders and critical decision makers.
- Communicate effectively with technical staff and senior management on the status of priority accounts and ongoing projects.
- Forecast and track key business metrics to develop individual business plan.
- Assist and collaborate with other sales team members on opportunities related to your specific technical experience and knowledge.

Perks & Benefits:

- Complete medical (Own, Spouse & Childs)
- Interest Free Car Loan (Alto VXR)
- Provident Fund
- Gratuity
- Own Insurance
- TADA
- Mobile allowance
- Incentives – 35% of Gross
- Paid Annual Leaves
- EOBI

Akzo Nobel, ICI (Dulux Paint) **Distributor Sales Representative (DSR)**

March 2019 — Nov 2021

- Looking after 24 Towns of Kashmir Belt, Chakwal Belt, Jhelum, Gujar Khan Belt.
- Business expansion in existing & new geographies as per instructions.

- Handling the complaints from market.
- Manage the Payment/ Overdue of dealers and making plan to offtake stock.
- Develop a trusted advisor relationship with primary accounts, key stakeholders.
- Reporting to Sr. Sales Officer
- Assist and collaborate with other sales team members on opportunities in the market.

Brighto Paints

July 2018 — March 2019

Sale Promotion Officer (SPO)

- Develop and maintain relationship with painters
- Finding out new sites for offtake from different dealers to support trade team
- Promotion of Brand by attracting dealers, consumers and painters
- Reporting to Marketing Development Officer (MDO)
- Seeing the different promotion activities of competitors
- Arranging painter parties to engage the painters
- Managing color scheming/ Previews to direct customers that leads to generate sales
- Ensuring the promotional activities performed at right place on right time.

Rock Stone Builders

Feb 2015 — July 2018

Manager to MD

- Coordinating with different departments of Govt (PWD, MDA, Universities)
- Supplying quotations to departments for selling of product
- Delivering the material/Services on time
- Building good relationship with departments to make the sale better.
- After Services, coordinating with their managers if they required after sale service
- Team Building/ Monitoring

EDUCATION

Masters of Business Administration (Marketing)

2016 — 2018

Mirpur University of Science & Technology (MUST)

Bachelors of Business Administration (Marketing)

2010 — 2014

National University Of Modern Languages (NUML)

FSC – HSSC

2007 — 2009

Vision College – Mirpur Azad Kashmir

Matriculation - SSC

2005 — 2007

High School Sokasan – Bhimbar (Mirpur AJK)

CERTIFICATION

- **Microsoft Word** (Word, Excel, Power-point, Outlook).

EXTRA CIRCULAR

- Event organizer (NUML University)
- Sales Gala Event in Sareena Hotel

- Job Fair in NUML University
- Conducted Seminar on Leadership Skills
- Won an Inter-University Tournament of Basket-ball.