

CURRICULUM VITAE

Syed Faizan Shah



CONTACT DETAILS

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PERMANENT ADDRESS

House#KCB 4-42 Shah Abad
P.A.F Link Road Jarwanda
Kohat Cantt

PERSONEL DATA

Father Name: Syed Irfan Shah
CNIC # 14301-1183476-7
DOB: 01 April 1991
Domicile: Kohat
Email: itsmesfs16@gmail.com

CAREER OBJECTIVE

Apply the skills and knowledge acquired through professional and educational experiences to add "value" to your firm and myself. To obtain a challenging and exciting position as a Senior officer Representative with leading organisation, that utilizes my experience and to build a career with committed and dedicated people. I am enthusiastic and talented individual, who is ambitious, hard working and have a passion to excel in career. To make sincere efforts towards building a promising career and to take challenges in life so that I can contribute to the growth and success of the organization that I am working with.

EDUCATIONAL QUALIFICATIONS

EDUCATIONAL QUALIFICATIONS	UNIVERSITY/BOARD	YEAR	C GPA/ Grade
MBA Master in Business Administration (Marketing)	Preston University Kohat Pakistan	2015	4
BBA (HONS) Marketing + HR + Finance	Preston University Kohat Pakistan	2013	3.4
F.Sc	BISE Kohat	2008	1 st
Matric	BISE Kohat	2006	1 st

❖ **PROFESSIONAL WORK EXPERIENCE**

Company Name : **Kohat Cement Company Ltd**

Position : **Senior Officer Sales**

Duration : **01-Sept-22 to Till Date**

Position : **Sales & Marketing Executive**

Duration : **7 Years (May-2015 to Aug-2022)**

Company Name : **Telenor Communication Company**

Position : **Verification Officer / Brand Ambassador**

Duration : **5 Months (Dec-2014 to April-2015)**

Company Name : **Bake Parlor Company**

Position : **Sales Officer/Coordinator**

Duration : **3 Months (April-2014 to Jun-2014)**

❖ **Key Responsibilities:**

- Frequent market visit. Analysing the market, including competitors and customers through market survey and make daily report of positioning, availability and pricing of cement brands.
- Executing marketing strategies according to different cement dealers with respect to their Market potential like incentives, personal relations and cement distribution system.
- Frequent visit to Customers places and close follow up with them for their requirements, organization goals, achievement & policies execution.
- Close follow up with the production department for the orders under execution and delivery of the same to the customer within the stipulated time frame.
- Conducting regular surveys to know the latest market trends and monitor competitors' strength, weaknesses and recommend corrective measures to outwit competition.
- Adding up new clientele & exploring new markets.
- Control, lead & motivate, dealers, and distributors for outstanding results
- Co-ordination with transport department for the timely execution of Local cements orders.

❖ **Projects Experience**

- ✓ Al Khidmat Foundation Project (Kohat)
- ✓ Khyber Grace (PVT) LTD (Bannu)
- ✓ Jand Pindi Ghep Bridge Project
- ✓ Karakuram Tashal Project
- ✓ Judicial Complex (D.I.Khan)
- ✓ Kohat Medical College Project
- ✓ KIMS Project (Kohat)
- ✓ Cadet College (Karak)
- ✓ SKC Engineers & Contractors
- ✓ EMPIRE 1 (Peshawar)
- ✓ Arazi Development (Peshawar)
- ✓ Green Oaks Residencia (Peshawar)
- ✓ Vision Tower (Peshawar)

❖ **SKILLS**

- Microsoft Office (Ms Word, Excel, Power Point, Outlook etc).
- Working in ORACLE
- FBR Handling
- Windows & Software installations etc.
- Surfing internet.

❖ **LANGUAGE SKILLS**

- Command on English, Urdu, & Pashto.