



# TAUQEEER **AYUB**

DISTRICT BUSINESS MANAGER-B2B LUBRICANT SALES  
PROFESSIONAL

## Profile

- B2B Sales
  - Distributor management
  - key accounts management
  - Lubrication Technical Services
  - Employing best practice of lubrication and maintenance in sectors of Captive Power Plants, Textile Power Gen, Cement , Mining, Construction& Fleet.

## Experience

### ● 2020 - Present

#### **MAL Pakistan Limited**

District Business Manager, North

Looking after Lahore, Gujranwala, Multan, Muzaffargarh, Dera Ghazi Khan & Rahim Yaar Khan.

- Key Accounts management of Textile Powergen/Cement , Quarry/Construction/Captive Power
- Handling plant customers , 2 Distributor Channel ,B2B customer experience
- Growing Volumes of Gas Engine Oils, Diesel Engine Oils, Turbine Oils, Gear Oils, Hydraulic Oils, Greases, Coolants, Compressor Oils & Other Industrial Lubricants.
- Meet with potential clients and grow long-lasting relationships by understanding their needs.
- Key Account Management by providing them Lube Oil Analysis services , visits, follow up for Purchase Orders /Payments & order processing in timely manner.
- Meet with potential clients and grow long-lasting relationships by understanding their needs.
- Providing guidance, training and support to ensure the team meets targets and objectives.
- Providing technical knowledge and support to customers and sales team member.

## Achievements

### **Achievement**

- MAL Pakistan Limited- Recognition Award 2021 to recognize extra-ordinary efforts and contribution in recover a huge amount through consistent follow ups and maintaining a good relationship with customer.
- MAL Pakistan Limited- recognition award 2021 to recognize extra ordinary efforts and contribution in successfully winning a new account in this challenging covid time.
- Successfully increased sales by 54% and annual gross margin 168% in Year 2023



## Skills

### **Skill group**

Technical Knowledge	● ● ● ● ●
Market Knowledge	● ● ● ● ●
Good Communication	● ● ● ● ●
Negotiation Skills	● ● ● ● ●
Problem Solving	● ● ● ● ●
Self motivation	● ● ● ● ●
Time management	● ● ● ● ●

## Experience

● 2019 - 2020

### **Hi Tech Lubricants Limited**

Sr.Industrial Sales Executive  
, North

- Looking after Faisalabad Region
- Distributor Management.
- Manage the existing business as well as the new business wins.
- Key Account Management by providing them Lube Oil Analysis services , visits, follow up for Purchase Orders /Payments & order processing in timely manner.
- Best practices to optimize sales efficiency within the designated area.

● 2017 - 2019

### **MAL Pakistan Limited-Distribution Channel ILS**

Area Business Manager, North

- Looking after Lahore ,Sheikhupura region
- Drive Business growth while ensuring excellent customer service within their area of responsibility.
- Conducting market research to identify market trends customer needs and competitor activities.
- New Business Won Turbine Oil and Power gensets Oil

## Education

● 2012 - 2016

### **B.Sc.Chemical Engineering**

University of Engineering and Technology ,  
Lahore

Description of the education/course.

● 2009 - 2011

### **FSc-Pre Engineering**

Pakistan Steel Cadet College, Karachi

Description of the education/course.

● 2007 - 2009

### **Matric - Science**

Pakistan Steel Cadet College, Karachi

Description of the education/course.

## Contact

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