

## PERSONAL INFORMATION

## Umar Faran



📍 Banglow No. 13, Professors Houses, Islamia College Peshawar-KP Pakistan.

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Gender: Male | Date of Birth: 03/04/1995 | Nationality: Pakistani

## PERSONAL STATEMENT

An enthusiastic, self- motivated, reliable, responsible and hard-working person.  
A mature team leader and adaptable to all challenging situations.  
Able to work well both in a team as well as independently.  
Able to work well under pressure and adhere to strict deadlines.

## WORK EXPERIENCE

Nov 2022 – Till Date  
2 Years

**Director Sales & Recovery****Cantab Publishers Pakistan**

- Drove strategic sales initiatives for annual revenue growth through market analysis and business expansion.
- Led and coached a high-performing sales team, surpassing targets, and implemented effective debt recovery strategies, reducing outstanding receivables.
- Established strong client relationships, enhancing satisfaction, and aligned sales efforts with product development and marketing initiatives.
- Implemented innovative sales incentives, conducted training, and introduced tech solutions for improved team performance and operational efficiency.

**Sales– Management- Recovery**

Aug 2020 – Aug 2022  
2 Years

**Sales Manager****Kaynaan Parfum, Peshawar, KP Pakistan**

- Achieved sales targets through strategic sales management and client relationship building.
- Led and guided the sales team, ensuring consistent goal attainment and high customer satisfaction.
- Implemented effective marketing initiatives, enhancing brand visibility and market share.
- Collaborated with retail partners, adapted sales approaches, and analyzed market trends for improved sales performance.

**Sales – Management – Procurement**

Aug 2018 – Aug 2020  
2 Years

**Lecturer****Meritorious Central College Peshawar, KP Pakistan**

- Taught math and physics, ensuring student Comprehension.
- Developed curriculum materials for a dynamic learning environment.
- Conducted assessments and provided constructive feedback.
- Mentored students on academic and career development.

**Teaching– Education – Academia**

## EDUCATION

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Sep 2013 – Oct 2017	<b>Bachelor of Science in Civil Engineering</b> University of Engineering and Technology Peshawar, KP Pakistan	Bachelor 16 Years Education
July 2011 – Aug 2013	<b>Higher Secondary School Certificate</b> Islamia College Peshawar, KP Pakistan	12 <sup>th</sup> Grade
June 2009	<b>Secondary School Certificate</b> Peshawar Model School, KP Pakistan	10 <sup>th</sup> Grade Matriculation

## SKILLS

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- Sales and Business Development
- Leadership and Management
- Recovery and Debt Management
- Customer Service & Public Dealing
- Educational/Instructional Skills
- Analytical and Problem-Solving
- Good command of Office Suite (Word Processor, Spread Sheet, Presentation Software)

References provided upon Request.