

ASIM ABBASI

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OBJECTIVE

A Confident, reliable and hardworking individual with ability to work to high standards both within a team and on my own initiative, over the years I have picked up a variety of skills from various backgrounds and able to use those skills to benefit organization. I am able to pick up new skills quickly. A conscientious person, be able to identify problems early and offer solutions. Attention to detail is paramount in all the work that I do and I take a great deal of pride in job well done. I am also good time Planner, working under pressure and to deadlines. Like learning new things all the time and willing to pursue a challenging career in a beneficial organization. During the course of career development I always look for challenging role and like to deliver at premium level.

EXPERIENCE

Meaple Leaf Private Limited
Area Sales Manager

May. 2021 - till date
Islamabad, Pakistan

- Work with the white cement dealer networks in North region
- Responsible for regional sales target
- Responsible for the regional collection targets
- Inventory stock,sales and team management of the North region
- introduction of the new cement base HD wall putty in the retail network of north region
- Arranging the trainings for Painters and applicators for the application of new product
- Arranging the launching ceremoy for the new product in which all the dealers and retailers network of the north region had participated

BERGER Paint & Construction Chemical Pakistan Private Limited
Territory Sales Manager

Aug. 2014 - 2021
Islamabad, Pakistan

- Worked with Government and Marine project institutions, protective coatings, road markings , construction chemicals and decorative
- Responsible for sale order from customers in their territory against sales target base
- Responsible for monitoring the achievement of collection as per collection target set for individual sales person
- Responsible for reduction in over dues in the category of over 90 days
- No increase in our 180 days outstanding from previous June closing
- Responsible for the expansion in customer base by developing new customers and market per month in the assign territory ultimately generating business from them
- Responsible for timely feedback on competitor activities to immediate boss i. e price increase, new product lunch, sales and promotions schemes on territory bases
- Responsible for sales team development
- Responsible for the effective branding through project boards umbrella in his assign territory
- Implementing EHS policy and procedure within department
- Responsible to work out and insure accuracy in group product wise forecasting with minimum variation on territorial bases

Achievements in BERGER Paints & Chemical*Territory Sales Manager*

Aug. 2014 - 2021

Islamabad, Pakistan

- Sales target achieved through out tenure
- Collection target achievement
- Reduction in overheads and dues
- Business development
- Competitor strategy analysis and new product lunch
- Transfer of product and system knowledge
- Product banding KPI achieved
- Sales order compare to FC on territorial bases achieved

FRONTIER WORKS ORGANIZATION(FWO) OF PAKISTAN*Quantity Surveyor*

Jan. 2012 - 2014

Islamabad, Pakistan

- Frontier Works Organization is a well-known construction organization in Pakistan it deals with roads, Highways, Bridges and Dams projects
- Estimating the quantities of Retaining wall, breast wall and parapet wall according to the drawing specified in Chillas road project
- Estimating the quantities of Rigid pavements, slab culvert, Pipe culvert and Box culvert
- I also calculate the Bar bending schedule of Bridges and Rigid pavements
- Preparation of IPC (interim payment certificate) for civil contractors payments

INTACT Builders and Contractors Private Limited*Civil Foreman*

Dec. 2010- 2012

Islamabad, Pakistan

- Intact Builders and Contractors is a well-known construction organization in Pakistan it deals with the construction of commercial, Residential and Industrial buildings
- Leads and Supervises the workers engage in construction of commercial and Residential buildings and other Civil works
- I fully assist, coordinate and supervise in performing different civil works activities such as foundation layout, forms works, concreting, masonry and bricklaying, carpentering, Plumbing, fixing of floor and wall tiles, plastering and painting etc
- I also ensure that worker or crews are properly supplied with tools, equipment and materials moreover make sure to Prevent the wastage and misuse of tools, equipment and materials
- Supervise work crew to be best utilizing manpower and materials, exercise discipline at work site to prevent absenteeism, unsafe work practice and idleness
- Preparation of IPC (interim payment certificate) of civil contractors

Estern Highway Private Limited*Civil Supervisor*

Jan. 2009- 2010

Islamabad, Pakistan

- Estern Highway which Construct buildings, Highways and hospitals
- I work as a Civil Supervisor in repairing work of Lahore-Islamabad Motorway, my job is to check the quantity and quality of civil work

Bahria Town Private Limited*Civil Supervisor*

Jan. 2010- 2010

Islamabad, Pakistan

- My job description was road marking
- Installation of 3M-cat's eyes and rubber speed breakers bumps

Islamic Relief Pakistan*Internship Sub-Engineer*

July. 2010- 2010

Bagh AJK, Pakistan

- My job is to build the structure according the plane specified in drawing and controlling the manpower and also responsible about the quality of work

TRAINING & COURSES

6-Months Certificate Course of Quantity surveying from CTTI-Islamabad

3-Months Certificate course on AutoCAD Civil Engineering Drawing

Chinese Language Course from Confucius Institute NUML Islamabad

Professional language Course Certificate from NUML Islamabad.

AWARDS & HONOURS

I won large number of medals in swimming competition at School level

Member of School Swimming, Football and Cricket team

Regularly taking part in Urdu debate competition at school level

Group leader of final year project

Bahria Foundation Scholarship for my Primary and Secondary School Education

EXPERTISE

Presentation by using MS power point

Quantity Estimation and AutoCAD Architectural drawings

Documentation using by MS office

Performance computation by using SPSS software

SKILL & ATTRIBUTES

Punctual, reliable and trustworthy

Expert in technical report writing

Hardworking in all working environments

Excellent communication skills

Excellent sense of humour and blend in with people easily

Good experience Microsoft word, excel and power point tools

Coaching & delivery training program

Good problem solving skills

TECHNICAL STRENGTHS

Softwares & MS Excels
PR-Communication

MS Power Point, MS Visio, AutoCAD, Macromedia Flash
Negotiation, Interpersonal Skills, Team Work, Critical Thinking.

EDUCATION

Punjab Board of Technical Education, Pakistan

December. 2010

Diploma of Associate Engineering

Overall Percentage: 71%

REFERENCES

Excellent reference will be provided upon request