




**WAQAR AZHAR S/O ZUHAR ALI KHAN**

**DATE OF BIRTH ; 03/03/1979**

**NIC; 33100-1439776-5**

**MOBILE: +971525247073** 

**ADRESS: United Arab Emirates**

**Email:waqar.azhar98@gmail.com**

**OBJECTIVE:**

- To seeking a responsible position, where I can utilize my knowledge contributing to the benefit of the company, can perform and lead with responsibility creative and hard working

**QUALIFICATION:**

- Master in Economic Dept (Form the University of Agriculture Faisalabad )2002  
CGPA 2.64/4
- BA Universty of the Punjab 2000
- FA BISE Faisalabad 1997
- Metric BISE Faisalabad 1994

**COMPUTER SKILLS:**

**MS OFFICE,MS WORD,MS EXCEL**

**EXPERIENCE:**

|                                  |   |
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| <b>Corporate Sales Executive</b> | <b>Sawa International du telecom Dubai UAE</b>  |
| <b>Experience Area:</b>          | Corporate Sales   |
| <b>Duration:</b>                 | 13 April, to Date.  |
| <b>Job Description:</b>          | I am working in UAE market to provide the internet and Sim's plan for SME.Devices. Smartphones. Plans. Postpaid plans. Fixed Services. Internet. Business Essential. Connectivity. Managed Services. Internet & Data. Managed Broadband. Global connectivity in UAE market. |

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| <b>Sales Officer</b>    | <b>Project Sale Manager (Zameen.com) Lahore</b>  |
| <b>Experience Area:</b> | Real Estate  |
| <b>Duration:</b>        | January 2022 - TO March 2022   |
| <b>Job Description:</b> | Communicate with sellers buyers and renters to understand property needs timeline and budget earning 36% of business through referrals |

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|  | completed an updated list of over 100 properties with details regarding location square footage features and more dwell positive relation with lenders appraisers home inspectors and screw companies selected paperwork such as closing statements deeds contracts purchase agreement and lease increase efficiency by 30%. |
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#### **Business Development Officer. - UFONE CMPAK**

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| <b>Experience Area:</b> | Sales & Distribution   |
| <b>Duration:</b>        | September 2020 -To January 2022  |
| <b>Job Description:</b> | Timely and effective communication of targets and its monitoring/reporting. Regular market visits to gather insights and competitor information etc. Route planning and target setting for RSOs. Profitability monitoring and staffing at Franchise end. Staff motivation and training sessions. Ongoing improvement of trends (minimum balance retailers, servicing at retail level for FS and GSM) Retail footprint expansion to increase availability of products and services. Channel investment monitoring. Ensuring and improving quality of sales. Work on other projects assigned by line manager with the aim to constantly improve Sales & Distribution target achievement. |

#### **Business Development Officer. - ZONG CMPAK**

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|-------------------------|---|
| <b>Experience Area:</b> | Sales & Distribution(KAMALIA)   |
| <b>Duration:</b>        | MARCH-2009- TO July 2020  |
| <b>Job Description:</b> | Ensure new outlets development/ re-activation of outlets.<br>Ensure channel productivity, PJPs, route, stock cover at Franchise and Stock availability and Visibility Product.<br>Roll out of new products at distributor and retail level.<br>Training of franchise and retail staff.<br>Ensure achievement of monthly assigned secondary sales targets<br>Regular monitoring of sales and distribution KPIs<br>Permanent and temporary POS monitoring.<br>Support BTL activities in the assigned area.<br>BLB management (PAYMAX)<br>Retail Channel Management.<br>Key Accounts Management.<br>Retail Sales Officers Management.<br>Communicate company promotions at Retail & Franchise. |

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| <b>Skills &amp; Abilities:</b> | Able to focus on results<br>Able to work independently as well as a part of a team<br>Good Interpersonal Skills<br>Good Presentation Skills<br>Good communication skills in English, Urdu, and local language |
|--------------------------------|---|

Managing a diverse team  
Excellent Market Knowledge

**PERSONAL DETIALS:**

- Full Name : Waqar Azhar
- Date of Birth : 03/03/1979
- Nationality : Pakistan
- Religion : Islam
- Marital Status : Married
- Sex : Male
- Languages Known : English, Urdu & Punjabi

**DECLARATION:**

- In the view of above, I request to you to consider my case for employment in your organization and assure you that I will perform duties to the entire satisfaction of my superiors, if given a change to serve under your organization.