

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 | Bachelor of Science in Civil Engineering University of Engineering and Technology Peshawar, KP Pakistan | Bachelor 16 Years Education |
| July 2011 – Aug 2013 | Higher Secondary School Certificate Islamia College Peshawar, KP Pakistan | 12 th Grade |
| June 2009 | Secondary School Certificate Peshawar Model School, KP Pakistan | 10 th Grade Matriculation |

SKILLS

- 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.