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## **Curriculum Vitae**

### **MIAN SAFI ULLAH**

#### **Career Objective:**

To pursue a career in a reputable organization that provides opportunities for professional development and growth & to serve the organization as well as humanity, with my best efforts & professional capabilities.

#### **PROMOTING AS FILED MANAGER**

##### **○ SMCG= Agro Processors & Atmospheric Gases Ltd.**

- Being an employee of the organization, I perform the assigned duties on the following Positions for “(APAG )**BRAND OF SOYA SUPREME & MALTA**

**“Filed Manager KPK”Di khan , Peshawar To Mardan Malakand Division  
From 2<sup>nd</sup> Oct 2023 upto dated .**

##### **➤ Main Responsibilities**

- Monitor and evaluate Distributors (ROI) on Monthly basis.
- Manage required days Inventory at all Distributor to Ensure smooth Secondary Operations.
- Daily Productivity optimization & Motivation for SSO, S.O,S.R Trough Daily Interactions.
- Planning for target achievements ETC
- Weekly Meeting with Sales Team About Secondary sales targets
- Daily Market Visit for Product availability
- Looking LMT Primary & Secondary Sales
- Trade Coverage , Guide a Team To manage Distributions to Improve and Maintain G.T Retails & Wholesales
- Achievements of volume and value Primary & Secondary Targets
- Month of the closing making stock Reports and making claims
- Promoting new products and any special deals
- Giving feedback on sales trends
- Reporting To RSM & NSM

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### **PROMOTING AS SALES EXECUTIVE**

- **SMCG= Kausar Ghee & Oil Mills (Pvt)Ltd.**
- Being an employee of the organization, I perform the assigned duties on the following Positions for “**Kausar Group of Companies (Pvt) Ltd.**”
- **Brand of Ghee Cooking Oil & Rice**
- “**Sales Executive** ” **Mardan & Malakand Bult upto Chitral .**
- **From 1<sup>st</sup> November 2020 to upto 28 September 2023**

### **MARKETING WORKING EXPERIENCE AS SALE OFFICER**

#### **SMCG= Kausar Ghee & Oil Mills (Pvt)Ltd.**

Being an employee of the organization, I perform the assigned duties on the following Positions for “**Kausar Group of Companies (Pvt) Ltd.**”

Since 8<sup>th</sup> June 2017

<http://kausar.com.pk/media-gallery/gathering-at-peshawar>

#### **“Sale Officer ”**

**From 8<sup>th</sup> June 2017 upto 31 October 2020**

- **Main Responsibilities**
- Distribution Handling
- Distributor Salesman Training
- Daily Market Visit for Product availability
- Daily Sales Reporting To ASM
- Making appointments with and meeting new customers
- Looking LMT Primary & Secondary Sales
- Achievements of volume and value Primary & Secondary Targets
- Month of the closing making stock Reports and making claims
- New Business opportunities
- Eye on Competitor activities
- Trade Coverage
- Recording orders and sending details to the sales office
- Planning for target achievements ETC
- Monthly wise forecast
- Agreeing sales, prices, contracts and payments
- Using Sales Flow.
- Meeting with SR about sales targets
- Promoting new products and any special deals
- Advising customers about delivery schedules and after-sales service
- Recording orders and sending details to the sales office
- Giving feedback on sales trends

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## ***MARKETING WORKING EXPERIENCE AS BRAND AMBASSADOR***

### **FMCG =“Pakistan Tobacco Company (PVT) Limited**

Being an employee of the organization, I perform the assigned duties on the following

Positions for “**Servico International (Pvt) Ltd.**“

Under Authority of British American tobacco (Brands) Capstain , Gold Flack , Gold Deep etc

#### **“Brand Ambassador And Supervisor**

**From 1<sup>st</sup> July 2015 To 08-June- 2017**

##### **➤ Main Responsibilities**

- Focusing on connectivity motive
- Brand Promotional information to consumers
- To generate trail of own brands among consumers
- Build up the image of own brands
- Consumers data Collection
- Marketing intelligence

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## ***PERSONAL DETAILS***

<i>FATHER NAME</i>	<i>MIAN GANI ULLAH</i>
<i>BIRTH</i>	<i>25<sup>th</sup> April 1990</i>
<i>ADDRESS</i>	<i>University Road Near Amin Abad Saudas Colony Tehsil &amp; Distt Mardan</i>
<i>PHONE</i>	<i>92-346-9000628 / 03459334106</i>
<i>EMAIL</i>	<i><a href="mailto:vubscpak@gmail.com">vubscpak@gmail.com</a></i>
Nationality	Pakistan
Marital Status	Single
Sex	Male
Religion	Islam

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## ***EDUCATION***

### **Bachelor of Arts (B.A)**

Abdul Wali khan University Mardan

2019

### **B-Tech ( Electrical Engineering )**

Sarhad university of technology Peshawar

2014

### **Diploma Information Technology (Computer)**

Govt: Commerce College of Management Science Mardan

2013

### **Diploma of Associate Engineering (Electrical)**

Govt: Polytechnic Institute College Takht Bhai & Distt Mardan

2007 - 2010

### **Matriculation (Science )**

The Eastern School & College Mardan

2006 - 2007

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## ***COMPUTER SKILLS***

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- ✓ Software & Hardware
- ✓ M.S Office 2007 To 2013
- ✓ Inter Net Surfing
- ✓ All type of Website operating.

## ***Personality & Professional Attitude***

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Dynamic and Smart worker, Quick decision maker, working in pressure, Self made, Self-Motivated with Strong Decisive Power, Self Starter, Career and result oriented, Punctual, dutiful, honest and efficient worker, Having Strong Leadership Qualities, Strong Follow-up, Remarkable (AREA SALES MANAGER ) Skills, Outstanding Sales Marketing & Brand Promotional Profiled Communications Skills with sound and impressive & Attractive personality and the problem solver.

(By the Grace of Allah Almighty).

## ***ACTIVATES / HOBBIES***

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- ✓ 5 times offering Prayer.
- ✓ Using Internet For Searching
- ✓ Playing GYM / Swimming

## ***LANGUAGES***

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|------------------|----|---|
| ✓ <b>English</b> | -- | <b>Expert Level</b> (Speak, write, read & Understand) |
| ✓ <b>Urdu</b>    | -- | <b>Expert Level</b> (Speak, write, read & Understand) |
| ✓ <b>Pashto</b>  | -- | <b>Mother Tongue</b>                                  |

## ***REFERENCE***

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- ✓ References will be provided on Demand.