

FARHAN RASHEED

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Temporary Address: Near Ghala Mandi Darbar Road
Hasilpur

OBJECTIVE

A self-motivated and highly enthusiastic individual. Able to work on own initiative & as a part of a team. Proven leadership skills involving management, consultancy & motivating teams. A sales professional, with expertise in problem solving and achieving goals. Dedicated at maintaining high quality standards

QUALIFICATION

B.A	2009	Islamia University Bahawalpur
F.A	2007	Board of Intermediate Secondary Education Bahawalpur
Matriculation	2004	Govt Abbasia Higher Secondary School Bahawalpur

EXPERIENCE

- Working Maple Leaf Area Sales Officer. Territory Hasilpur (April 2022 to Till Now)

Job Description:

- Manage Wholesale/Retail Company Business of assign territory.
- Develop and execute sales strategies in term of volumes, in market sales, key dealer targets
- Finding New Market.
- Generating New Dealers.
- Create good communication and relationship with the dealers.
- Manage all debit and credit of dealer's ledgers.
- Re-Map the Territorial Structure as per the Business & geographical basis. Establishing Distribution Network by appointing New Distributors as per Classification.
- Ensure that all the trade programs for retailers and KD's are effectively managed and executed. Identification and negotiation with KD's

- Worked in Afzal Electronic as a Branch Manager (Feb 2019 to March 2022)

Job Description:

- Achieve the sale & recovery targets of assigned Branch
- Ensure recovery estimates
- Manage team of 14 people
- To focus on new developments at potential areas /empty spots
- Strongly coordinate with Team and in market for customer satisfaction
- Manage dealer accounts, receivable and invoices etc.

- Worked in IBL (International Brand Ltd.) as a TSO in Bahawalpur (Jan 2011 to June 2018)

Job Description:

- Daily Market visit timely
- Manage team of 7 people
- Surprise visit and back check
- Build personal relation with retailers.
- Achieved all KPI, and KBI,
- Make a MIR, or MVR report on daily basis

□ Worked in Jazz Franchise Bahawalpur as a DO (Distribution Officer) in Bahawalpur (June2009 to Dec2010)

Job Description:

- Dealing the Market issue like (Discount verification, Market Cash Credit, analysis and solve the customer problems regarding Market) and report to ASM

COMPUTER SKILLS

Windows XP/7/8 Microsoft office

Computer Hardware assembly Computer Software installation

PERSONAL

Father Name:	Rasheed Ahmad Chughtai
Date of Birth:	07/07/1989
Religion:	Islam
Nationality:	Pakistan
CNIC No:	31202-9347088-9
Marital Status:	Married

DECLARATION

I hereby declare that all the information is true to the best of my knowledge and reference can be provided upon request.

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(Farhan Rasheed)