|  |
| --- |
| **House No. 81 Street # A-8,** [umairsh@hotmail.com](mailto:umairsh@hotmail.com)  **National Police Foundation sector O-9, Date of Birth: Feb 18, 1986.**  **Near PWD Society Islamabad, Pakistan. Marital status: Married**  **+92-51-5708868 N.I.C # 37405-0120510-1**  **D:\umair personal\IMG_5648.JPG +92-300-5063667 +92-327-5566767** |

**M Muhammad Umair Shahid**

*PROFESSIONAL OBJECTIVE:*

Desire a challenging position in Marketing, Research & Sales Department where I can utilize all my skills and energies with the opportunities for learning and career growth.

|  |  |
| --- | --- |
| Self Description  * Highly energetic, self motivated with creative approach. * Caring and sensitive towards social issues. Believe in collaborative works in society. * Self motivated team player and good leader with a soft corner towards subordinates. * Analytical thinker with excellent communication skills * Enjoy outings and adventurous trips.   **Languages**  **English, Urdu, Punjabi**  **Computer Skills:**  **Microsoft Office, Ms Excel, MS Word, MS Power Point ,ORACLE, SEBIL, CRM** | SELF DESCRIPTION & EDUCATION HISTORY: |
| **EDUCATION HISTORY:**  **MBA**  Aug 2008 to June 2009 **CGPA (3.3)**  **Mohammad Ali Jinnah University Islamabad**.  **BBA (Hons)**  Sep. 2004 to July 2008 Percentage: 68%  **COMSATS Institute of Information Technology Islamabad**  **F.Sc.**  Aug.2002 to July 2004 Percentage: 53.9% **Askaria College, Rawalpindi**  **Matric (Science)**  April 2000 to July 2002 Percentage: 58.1% **Pakistan International Public School &College, Abbottabad** |

*EMPLOYMENT HISTORY:*

* ***Working as a Branch Manager in Waves Cool Industries PVT Limited***

***Duration: April 2017 to till date***

*(Ensure effective implementation of company policies and ensure sales collection and market presence targets, Implement and execute dealers incentive schemes and sales policies and to build relations with dealers of branch through frequent and regular market visits, Conduct daily morning meeting with sales team with clear agenda i.e., Last Sales Orders, Outstanding/Recovery status, market feedback and current action plan, Analyze daily and MTD sales, collection reports of branches and gather various data and reports as required from team members and central desk, Make developmental and succession plan for team members to highlight the areas of improvement by making their action plan with deadlines, Target setting/territorial potential & restructuring and Sales comparisons exercises, Review and signing of all concerned documents like invoices, expense report, activities and branch related approvals in coordination with branch accountant)*

* ***Worked as a Senior Area Sales Officer in******Pak Elektron Limited (PEL)***

***Duration: March 2014 to April2017***

*(Responsible for all sales related activities in my area which include achievement of dealer wise sales target along with collection, building & maintaining relationship and networks with assigned dealers, handling dealer activation activities. Collecting & analyzing competitor intelligence. Coaching & training dealers & their sales force on product knowledge, grooming their sales merchandising skills)*

* ***Worked as a Sales Promotion Officer in ATCO Laboratories ltd***

***Duration: Feb 2013 to March 2014***

*(Performs one-on-one meetings with pharmacist, and doctors tell them about the Pharmaceutical drugs offered by the company and convince them to purchase the products or refer them to their patents and also monitors the supply of drugs)*

* ***Worked as a Medical information Officer in Maple Pharmaceuticals ltd.***
* ***Duration: March 2012 to Jan 2013***

*(Performs one-on-one meetings with pharmacist, and doctors tell them about the Pharmaceutical drugs offered by the company and convince them to purchase the products or refer them to their patents and also monitors the supply of drugs)*

* ***Worked as a Customer Care Representative in Mobilink Orascom Telecom Company ltd***

***Duration: Jan 2011 to March 2012***

*(Provide first call resolution to the customers, and forward the customer complaints, Handling customer queries and providing the On Spot resolution where required forward the escalations to the concerned departments and provided the feedback accordingly to the customer)*

* ***Worked as a Customer Service Officer in ZONG China Mobile Company LTD***
* ***Duration: Aug 2009 to March 2010***

*(Provide first call resolution to the customers, and forward the customer complaints, Handling customer queries and providing the On Spot resolution where required forward the escalations to the concerned departments and provided the feedback accordingly to the customer).*

*PROJECTS, TRAINING & WORKSHOPS*

* ***Made a strategic evaluation of Askari Bank LTD.***

*(This project is related to strategic management in this I evaluate the strategies used by the bank and also derive which strategy is best for the bank by using different matrices).*

* ***Arrange the Panel Discussion on the Recession.***

*(In this we arrange a platform for the marketing gurus from the Print media, Brand, Advertising agency and Universities to come and share their views and try to make some outcome solution to come out from the recession).*

* ***Done the internship in Askari Bank LTD from 20th Aug to 30th September 2007.***
* ***Attend the Training Workshop on Effective Business Communication on 23rd & 24th Dec 2011 in Mobilink.***
* ***Attend the Training workshop on “Making it happen” on 06th & 7th Nov 2015 by ACTIV8 (The potential within).***
* ***Attend the Workshop on Sales Excellence Program on 10th Aug 2016 by SCHUITEMA(Human Excellence Group)***

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**REFERENCES** Available on request