

USAMA SHARIF
Basti Usmanabad, P.O & Tehsil Shujabad
District Multan
m_osama7@hotmail.com
Mobile: 0345-7332778



OBJECTIVE:

I am looking forward to work with a reputed organization, where I can utilize my skills to contribute the organization's success as well as to prove myself as an asset to the organization.

EDUCATION:

NFC-Institute of Engineering and Technology Multan (2014-2018)

- Bachelors in Business Administration (Hons)

PROFESSIONAL EXPERIENCE:

MULTAN CARPET INDUSTRIES (Nov 2023 to date)

Working as **Sales Development Manager – Multan Region**

- Serves customers by selling products and meeting customer needs.
- Regularly analyze market trends and competitor activity to maintain a competitive edge.
- Collaborate closely with the sales team to achieve & surpass sales goals.
- Execute effective sales strategies to boost up the sales.
- Identify new business opportunity and build strong relationship with clients.
- Proper execution of market activities
- Supervising a team of sales to achieve targets.
- Market development for expanded business.

GAS & OIL (GO) PAKISTAN LTD. (2018 – Oct 2023)

- Worked as Operations officer at one of highest storage terminal of “GO”.
- Responsible for filling & decanting affair of TL's.
- Responsible for Planning of all the terminal operations, maintenance, project commissioning and its activities based on the priority and customer requirements and safe practices
- Ensured Oil movement, Meter control room & gantry operations.
- Checked the daily, weekly, monthly and other reports and statements for stocks, sales, collections, expenses and other activities and ensured that they have submitted to the authorized recipients as required
- Lead & managed uninterrupted facilities operations.
- Coordinated & delegated tasks to the Process team and support services personnel deputed in the field for smooth and sustained operations.
- Monitored products and additives inventory positions.
- Ensured the implementation of EHS policy and process safety management system resolved the operational and administrative issues
- Generated, monitored and reporting daily/monthly stock and production reports Monitored product custody transfer operations through pipeline and filling bays (Gantry)



Sales officer in Pepsi Cola Shamim & Company:**(2017-2018)**

- To assure availability of all SKUs on retail market having close focus on enhanced display, coverage & productivity.
- Proper execution of market activities.
- Supervising a team of order bookers to achieve targets
- Market development for expanded business
- Developing innovative sale strategies to increase sales with in assign territory
- Monitoring competitors sales activity and keep on eye on competitors activity going on the field.
- Managing a product portfolio of 5 major brands and 66 SKUs.
- Executing the different strategies to generate a maximum sales .

PROFESSIONAL DEVELOPMENT:

- Smart, Hard Working, Pro-Active & Out of the Box Thinker
- Sportsman Approach with Win-Win Attitude
- Self-Driven and Interactive
- Having good analytic and interpersonal skills, Self-motivated
- Computer Skills: Microsoft Office (Excel, Power point, word) Browsing, Email etc.