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**OTHER PERSONAL INFORMATION:**

**MARITAL STATUS:** MARRIED

**DATE OF BIRTH:** NOVEMBER 22, 1976

**NATIONALITY:** PAKISTAN

**ACADEMIC RECORD:**

* **B.sc Textile Engineering** From **University of Engineering and technology, Lahore, Pakistan**.
* **Higher Secondary certificate (F.sc Pre- Engineering)** From **Govt. College of Science Lahore, Pakistan.**
* **Secondary School certificate (matriculation)** From **Divisional Public School Lahore, Pakistan.**

 **PROFESSIONAL EXPERIENCE:**

 I have more than15 years experience of working in challenging and dynamic environment.

 Details are as under.

* Promoted as **General Manager (Marketing) in Dyestuff Industries** handling all responsibilities of Marketing, Sales And Recoveries of the Company.
* Worked with **Dyestuff Industries, Pakistan** as **Regional Sales Manager** since February 2006 till September 2014 had responsibilities of

 Marketing, Sales and Recoveries of the Region in the field of **Textile Dyes and Chemicals.**

 To manage all aspects of business while setting growth and profitability targets.

 To Manage and ensure CRM (Customer Relationship Management).

 To prepare and deliver annual business targets in term of sales, profitability, market share, cash flow and
 receivables, keeping in view Market trend, Industrial growth, Competitive activities, Market size

 To carry out Market research through internal and external sources in order to develop market plan which lead to growth and expansion of Company’s products and services.

 To develop and ensure all policies in term of pricing, credit facility, distribution network, new products developments, sourcing, raw materials, production plans, forecasting, sales force management, and quality management

Also have good business relationships developed in the field of **Paper industry, Rubber Industry, Plastics and Paint industry** by introducing company’s products and having business and technically handling all the related issues.

In additionworked with **Kenal Chem FZE, Sharjah** as **Business Development Consultant** having responsibilities of development of new business in Pakistan , Bangladesh and UAE in construction and textile chemicals.

* Worked with **Textile Mills Ltd**, **Pakistan** As **Dyeing Manager** having

Responsibilities of the whole Dye house as Production Incharge controlling Dyeing lab and production department. Tenure January 2005 to January 2006.

* Worked with **ICI Pakistan Ltd, Pakistan** as **Territory Manager** having responsibilities of Marketing and Sales in the field of Textile Chemicals from Oct 2003 to Dec 2004
* Worked with **Sapphire Fibres**, **Pakistan** as **Asst Dyeing Manager** from Aug 2001 to Oct 2003

Having responsibilities of assisting the Dyeing Manger in General Shift.

* Worked with **Masood Textile Mills, Pakistan** as **Asst Dyeing Manager** from Sep 1999 to Aug 2001

Having responsibilities of managing all activities of a single shift

Have good experience of working on Manual, Semi-automatic and Fully automatic

Dyeing and Finishing machines in Textile Mills and controlling the dye-house.

Have good command on Sales and Marketing techniques and textile processing.

**LANGUAGE SKILLS:**

IELTS English Language Test cleared with Band 7.5

Punjabi

Urdu

 **COMPUTER SKILLS:**

Good command over computer application packages such as,

 Microsoft office, Power Point, Internet.

 And good command over Orgatex (Computerized working system of

 Fully Automatic Dyeing Machines) and Data Color (Spectrophotometer)

 **EXTRA CURRICULAR**

 **ACTIVITIES**

 Academic Scholar ship holder during Schooling and B.Sc Engineering

 I was General Secretary of Chemistry Society of the College.

 Play badminton and table tennis.

**First Name of Application CV No:** **1656768**

Whatsapp Mobile: +971504753686

