Mr. Yaqub Sindhu Tanvir

Date of Birth 04/06/ 1972 Pakistan

Nationality; Italian

**Professional Expertise**

1. Market Search ,Business Devolvement and creating sales network
2. Main markets for business devolvement Asian market and the Middle Eastern
3. Assistant Auditor for Account and Management for Import Export
4. Web and Social Media Marketing
5. Customer Care and Relationships
6. Export Promotion Brand Marketing

**Computer Skills**

1. Web Marketing, internet,
2. Outlook, Microsoft office
3. spoken and written languages.
4. Italian, English, Urdu, Punjabi ,Hindi,

 **Academic Qualification**

University of the Punjab Pakistan MBA ( Marketing 1996)

University of the Punjab Pakistan Bachelor of Commerce Pakistan 1992

Higher Cathedral Secondary School & College Economics and Arts Dec 1988

Professional Courses Attended in Italy

participated professional course at Vecomp srl Verona 2003 to acquired the status sales and back office management

**Ambassador of Peace for NCIFP( Italy from 2010-2012)**

National Committee for Intercultural and Faith by the Pakistani government

Peace and harmony, it becomes even more important and urgent for the international community to

take Initiative for inter faith / dialogue between civilizations, between the religious leadership,

spiritual and intellectual Belonging to different faiths, schools of thought and shades of opinion.

And more than anything else it becomes, the obligation to undertake projects of this type, which can

send the message of harmony between faith and peaceful coexistence to cut humanity in all

divisions, lines and denominations.

**Country Representative for Pakistan for NAAA Onlus 2009-2013**

NAA Association which was founded in 1993 approved institution of international adoption, its involved in Child and women care Cooperation projects around the world,

Duties Performed:

* 1. Project management and implementation and Adoption and cooperation,
	2. Development, support, acceptance, support services to the family.
	3. Supports ,reporting and contact with local and international authorities
	4. Follow-up Social cooperation for development projects for the beneficiaries of women and children
	5. Project co-operation with the health education
	6. Adoption care and of international cooperation childhood development.

**Marketing Director for Italian Touch Pvt Ltd Pakistan from 2013-2014**

Italian Touch Pvt ltd was involved to enhance its hospitality and focus on opening up the market for Italian architect and interior design and its receptivity influences and Promotional and Marketing Partner for Pakistan for Verona Fiere Italy Verona fiere is the leading direct organizer of exhibitions Italy, second in terms of turnover and at the top in Europe, thanks to more than 100 years of experience in the sector and its strategic geographical position at the heart of Europe's main inter-modal routes. Verona fiere's mission is to be a natural hub for the international promotion of the country's industrial system and excellence Made in Italy by providing facilities and high value-added services to its clients - visitors and exhibitors

**Duties:**

* 1. The promotion abroad and the internationalization of Italian firms.
	2. Identification of suppliers and importers, identification and selection of industrial partners.
	3. assist Italian enterprises to the creation of networks of sales, marketing and promotion activities Commercial. Business Information
	4. Feasibility studies and market
	5. Business Partner Search
	6. Marketing support to Italian companies.
	7. Support and advice for Italian companies.

**Project Manager for Business Italy: Kleis communication Technologies Ltd. 2003-2005**

KLEIS is created by professionals with significant expertise and experience in ICT, with the aim of

developing integration solutions between IT and telecommunications, to provide services

Innovative and technologically advanced.

Duties:

* 1. Promotion abroad and the internationalization of Italian firms.
	2. Identification of suppliers and importers, identification and selection of industrial partners.
	3. assist Italian enterprises to the creation of networks of sales, marketing and promotion activities
	4. Commercial, Business Information, Feasibility studies and market
	5. Business Partner Search
	6. Marketing support to Italian companies.
	7. Support and advice for Italian companies.

**International collaborations and Silks**

* 1. International partnerships, promoting the commercial contacts between Italy and Pakistan.
	2. Collaboration with Marmomacc Marble Trade show Verona Italy 2012 till 2013
	3. Collaboration with Ministry of Industries, Production & Special Initiatives, SMEDA Pakistan
	4. to promote the development of small and medium-sized enterprises;
	5. Collaboration with Board Investment Organization (BIO) to increase investments
	6. foreigners in various sectors of Pakistan's economy;
	7. Collaboration with Trade Development Authority of Pakistan (TDAP), which is the main
	8. Pakistani government agency involved in the promotion and stimulation of exports with foreign countries;
	9. Collaboration with the Office of Export Promotion in Pakistan;
	10. He arranged B2B meetings during the visit of Pakistani Prime Minister in Rome
	11. collaboration with the Pakistani Embassy in Rome and the ICE (Italian Institute for Trade
	12. Estero) to promote and develop business relations between Italy and Pakistan;
	13. In 2006, she attended the presentation of the partner matching in collaboration with
	14. Industrial Association of the province of Verona and the Verona Trade show for marble sector; Collaboration with the Pakistani Embassy in Rome as part of the Market and technological marble;
	15. Collaborated in Pakistan with the ICE (Italian Institute for Foreign Trade)
	16. Chairman for Italy Women Sarhad Chamber of Commerce and Industry 2008-9
	17. Collaborated with the Industrial Association of the Province of Verona to encourage the
	18. Development Business matching between Italy and Pakistan;
	19. Mine Owners Association NWFP, Pakistan Marketing And promotion for EU 2008

**Director Export, Pakistan - 1998-2015**

Pvt. Limited is in the national and international stone industry since 1998-2014

Verona Stone inspires Production, quality and creativity in the Italian stone industry, stone Verona

research and Innovation in the design of stone marked with Pakistani selects the best marble and

granite and onyx Pakistan and the world.

Duties:

* 1. Research into new markets.
	2. Organization and promotion.
	3. Search for new customers.
	4. Organization of the Export Administration
	5. export documentation and international shipping
	6. Promotion strategies with the help of chamber of commerce and government
	7. Follow-up of fair stone
	8. Follow up production of slabs and tiles
	9. Sourcing and buying blocks and slabs
	10. Project Management for flooring and

**Stonemec Srl Itay 2004-2009 Director**

 Stonemac srl is a marble blocks and slabs exporter of Italian and Asian Materials and

follow up Italian production of Slabs and cut size for export projects ,

Quality controlling materials and production

Sourcing and buying materials

**Masi Stone Associates Stone** Verona Italy Stone consultant 2008-2010 Verona Italy

 Masi Stone is stone designer company which specializes in interior exterior design

 for stone solutions

**Director Italian Touch LLC Salt Lake City USA August 2014**

Italian Touch is stone design Company working as out sourcing and stone consultant for World stone sourcing for design and interior for USA and Canadian Markets Sales for Stone solutions for US Market for Slabs, Tiles and interior and exterior use

**Restaurant Manager Millcreek Grill & Bar  at Salt Lake City USA 2014 Part Time**

**Sales Manager: TelGema, multinational company Boston Russia, Pakistan 1995-1966**

Worked as Marketing and Sales Manager at Tel Gama, multinational company

Telecommunications based in Boston (USA) in Russia, and Pakistan.

Duties:

* 1. Sales of telephone traffic
	2. Sales of software for managing on-line sales
	3. Teamwork and sales management
	4. Creation of the sales network
	5. Management control and internal accounting

**JAMAL ASSOCIATES: Assistant Audit Lahore Pakistan- 1996-1997**

Company provides auditing services include conducting audits of financial statements of limited

liability companies, Partnerships and companies It also included the audit of management, internal audits and investigations in

**duties:**

* 1. Controlling budgeting
	2. Reviewing invoices.
	3. Reviewing sale purchase
	4. Revision Cash and bank balance sheet
	5. Management control and internal accounting

**Job Seeker First Name / CV No: 1799124**

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