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| AhmadAhmad.347422@2freemail.com  |
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| **CAREER OBJECTIVE** |
|  | “To join a professional dynamic team of goal oriented people and to use my abilities effectively and efficiently towards organization’s growth and profitability” |
| **EMPLOYMENT HISTORY** |
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|  Oct 2012 – Dec 2016 | **Assistant Manager Sales & Marketing** |
| *Al-Shafi Group of Companies, Lahore, Pakistan* |
| * Developing, maintaining, and advancing relationships with current and potential customers to cultivate new selling opportunities.
* Reporting to the Director Sales about B2B sales progress
* Coordinating with Production and Logistics departments for timely dispatch of material
* Managing sales team and achieving monthly sales targets
* Preparing and delivering presentations to prospective customers
* Coordinating with advertising agencies
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| Dec 2011 – Sep 2012 | **Marketing Executive** |
| *MOC | The Ostrich Company, Lahore, Pakistan* |
| * Expanded target market of Ostrich meat in Islamabad & Karachi
* Shared innovative idea of introducing Ostrich leather products in Pakistan
* Set up marketing campaigns to promote Ostrich meat, leather, oil & feather products
* Meetings with hotel & restaurant managers
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| Feb 2011 – Nov 2011  | **Customer Service Representative** |
| *Mobilink Telecom., Lahore, Pakistan* |
| * Customer complaint handling

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| **HIGHEST QUALIFICATIONS** |
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|  **Masters of Business Administration (MBA) – Marketing** |
|  University of Central Punjab, Lahore, Pakistan (2010) | CGPA: 3.60 |
|  **Bachelors of Commerce (B-Com)** |  |
|  University of the Punjab, Lahore, Pakistan (2006) | Grade: A |

* New SIM registration and activation
* Cold calling to arrange meetings with potential customers to prospect for new business
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| **TECHNICAL SKILLS** | **LANGUAGE COMPETENCES** | **OTHERS ATTRIBUTES** |
| MS Excel (Advance user) | English (Fluent) | Leadership |
| MS Word (Advance user) | Urdu (Fluent) | Communication Skill |
| MS PowerPoint (Advance user) | Hindi (Fluent) | Public Relations |
| MS Outlook(Advance user) | Arabic (Basic) | Problem Solving Skill |

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|  **ACHIEVEMENTS** |

* Outstanding Performance Award 2014 from Al-Shafi Group
* Employee of the Month Award from Mobilink Telecom for the month of August 2011
* Voluntary Work Certificate from Farz Foundation which provides microfinance to the needy people

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|  **ACHIEVEMENTS** |