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**ABID**

**ABID.366936@2freemail.com**

 **Career Objectives**

 **Retail Sales-Service Station, Business Development, Salesmanship, Cashier, Data Entry Operator**

 **Customer Relation Management, Sales & Distribution Management**

Possessing a wealth of sales management experience and a proven ability of successful sales and business development, consistently achieving significant year-on-year sales targets and growth. Accomplished in training and motivation other sales managers to provide a high level of customer service. Believing that good team leadership and a hands-on approach to management brings increased standards and profits.

 **Education**

* **June 2005: Vocational training institute Lahore**.
* Computer application and office professional.
* **Aug 2004: I.COM (Intermediate)**
* Board of intermediate and secondary education Lahore.
* **June 2000: Metric in science**. (Govt Islamia High School Misri Shah Lahore)

**Achievements and Awards**

**March 2011: Value Added Services –** I won the VAS competition which held in Sialkot region for the month of March 2011 and got 1stposition. **(Telenor)**

**Dec 2010 to Jan 2011: Mobile Number Portability–**I won the MNP competition which held in central 01, from December 01, 2010 to January 15, 2011. 43 franchises participated and I got 4thposition in the competition.**(Telenor)**

**May 2007: Basic Customer Service Franchise Training (BCSFT) –** I has successfully completed Basic Customer Service Franchise Training (BCSFT) held at Mobilink Regional Office, from 22 May 2007 to 23 May 2007.

**Work Experience**

Franchise Sales & Distribution Manager (May 2012 to July 2014)

I am working as a Franchise Sales & Distribution, Marketing Manager in Mobilink (Sardar Communication) Franchises Head office to control all other sub franchises in the area from May 2012 TO July 2014.

* **Job Description:**
* Daily Jazz Load sale Report
* Daily Scratch Cards Sale report
* Daily CD’S (SIMS) Sale report
* Daily GPRS bundles Sale report
* Daily watch non performers retailers & d.o’s reports
* Daily white listed (789) retailers performers report
* Daily both jazz load serving and A2A report
* Daily D.O to retailer and Monitoring report
* Daily M .Wallet (Utility billing, money transfer & receiving) report
* Daily pre-paid, post-paid SIMS report.
* Daily new MNP sale & new pre to post sale report.
* Daily new post-paid sale report.
* Daily day end opening & closing cash report.
* Daily day end opening & closing stock report
* Monthly all products sales report.
* Monthly cash report.
* Monthly stock report.

(CRM) Customer Relationship Manager **(May 2008 to Dec 2011)**

I worked as customer relation manager in Telenor Franchise (Sialkot) by using SEIBLE Oracle based software from May 2008 to Dec 2011.

* **Job Description:**
* Daily pre-paid, post-paid easy load & MNP replacement SIMS report.
* Daily new MNP sale report.
* Daily new post-paid sale report.
* Daily new pre to post sale report.
* Daily new MNP post-paid report.
* Daily SME (small medium enterprises) sale report.
* Daily change of VAS (value add services) report.
* Daily change of ownership report.
* Daily day end opening & closing cash report.
* Daily day end opening & closing stock report.
* Monthly all products sales report, cash report, stock report.

**Cashier and Data Entry Operator (June 2006 – May 2008)**

I worked as cashier and data entry operator in Mobilink Franchise (Sialkot) by using EFICS Oracle based software from June 01, 2006 to May 01, 2008.

* **Job Description:**
* Cash reconciliation report.
* Daily activity report.
* Post-paid sales vouchers.
* Pre-paid sales vouchers.
* Sales general vouchers.
* Post-paid receivable position.
* Pre-paid receivable position.
* Daily checking of closing stock in software.
* Comparison of overhead.
* Monthly financial statement.

**Customer Services Executive (June 2004 – June 2006)**

I have worked as a Customer services executive in Mobilink Franchise by using ICRM software from June 2005 to June 2006.

**Additional Skills**

* **Computer:** Excel, Word, Access & Power point
* **Presentation:**  Developed ability to produce reports and presentations to a professional standard.
* **Organisational:** Effective at time management and prioritising tasks to achieve deadlines.
* **Languages:** Conversational English, Urdu, Punjabi.

**Interests/Hobbies**

**Travel:** Enjoy meeting people and exploring new cultures.

**Others:** Regularly swim and do exercises at gym to keep myself physically fit and to soothe

 My mind.

**References**

Available on request.