

## AFZAL MAJEED

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### Education

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**HAILEY COLLEGE OF BANKING & FINANCE/UNIVERSITY OF THE PUNJAB (CGPA 3.70/4)** Lahore, Pakistan  
*Master in Business Administration (Banking & Finance) with Research on Sales* 2015-2019  
**PUNJAB COLLEGE OF COMMERCE/UNIVERSITY OF THE PUNJAB** Sialkot, Pakistan  
*Bachelor of Commerce (1<sup>st</sup> Position)* 2013-2015

### Experience

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**Total Parco (1<sup>st</sup>)** Lahore, Pakistan

Total Parco is a joint venture between world 4<sup>th</sup> largest Total S.A and Pak Arab Refinery limited.

**Management Trainee Officer-Retail: May 2019 – May 2020**

- **Project Management:** Worked on the Total Quartz Auto Care (Premium oil change facility at the retail stations), Total Car Care Products & Under bonnet service (A Upselling strategy for lubricant sales)
- **Sales Analysis:** Performed sales analysis on all operational TQAC & identified low performing one.
- **Problem Solving:** Identified & resolved the issue of operational TQAC facilities in Pakistan.
- **Retail Development:** Increased TQAC facility from 21 retail stations to 31 all over the country.
- **Retail Sales:** Ensured the availability of TCCP at all TPPL retail stations & achieved 1<sup>st</sup> tier sale target.
- **Ecommerce:** Launched Total Parco flagship store on Daraz to enhance CCP & lubricant sales.
- **Training:** Developed the sales training on “How to become Advisor” for selling Car care Products.
- **Personal Selling:** Sold 27 CCP worth Rs.16k in one day sales campaign at TPPL head office.

**British Council (2<sup>nd</sup>)** Sialkot, Pakistan

The British Council is the UK's international organization for cultural relations and educational opportunities

**Freelance Venue Staff Invigilator: Jan 2019 – May 2019**

- **Supervision & Customer Support:** Supervised exam candidates & Provided Pre & Post-exam support to British council for conducting smooth & reliable British council exams.

**AMAL ACADEMY (3<sup>rd</sup>)** Lahore, Pakistan

Education startup funded by Stanford University that teaches professional skills to students and corporations

**Career-Prep Fellow: March 2018 – May 2018**

- **Communication:** Completed a competitive written application and interview process to be selected from over 600 applicants for intensive 3-month Fellowship funded by Stanford University
- **Skills development:** Invested 150 hours in order to develop business skills (e.g., communication, leadership, problem solving, teamwork, etc.) that will help me make a deeper impact on the job

**DR. FRIGZ INTERNATIONAL PRIVATE LIMITED (4<sup>th</sup>)** Sialkot, Pakistan

Manufacture, importer and exporter of dental and surgical instruments

**Internee: (June 2017 – August 2017)**

- **Teamwork:** Coordinated with 4 team members in updating system of the company which can reduce paper work up to 80%.

## Business Experience

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### **Zafar Securities Private Limited (1<sup>st</sup>)**

Lahore, Pakistan

A Leading brokerage firm in Pakistan having head office in Lahore.

#### **Trader: Nov 2019 – Present**

- Building & managing my personal portfolio of Investment based on the concept of Behavior Finance “Lower the risk, Higher the return”.

### **Friend Tourism (2<sup>nd</sup>)**

Chawinda, Pakistan

It was a tourism agency in a backward area to promote tourism among rural People in Pakistan.

#### **Owner: (May 2016 – June 2017)**

- **People Management:** Organized a team of 6 people, and motivated them, to kick start a travel and adventure group.
- **Leadership:** Administered tours to different cities of Pakistan which include swat, Murree, Islamabad, Lahore, Khewra salt mine, Naran & Kaghan.

## Certifications

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### **The art of Sales; Master the selling Process Specialization: (Coursera)**

**Northwestern University**

1. Customer Segmentation & Prospecting
2. Connecting with Sales Prospects
3. Sales Pitch & Closing
4. Building a toolkit for your Sales Process

### **Market Research Specialization: (Coursera)**

**University of California, Davis**

1. Research Proposal; Initiating Research
2. Quantitative Research
3. Qualitative research
4. Research Report; Delivery Insight

### **Productivity Practitioner: (Eapo Tokyo)**

**Asian Productivity Organization**

1. Productivity Tools and Techniques (Basic) into Global Value Chains
2. Sustainable, Resilience Supply Chain and Integration
3. Integrating Lean Manufacturing System and Industry
- 4.0 Concept
4. Rural Entrepreneurship Development

### **Policy Making: (Future Learn)**

**British Council**

1. Ideas for a better world: leading change through policymaking

## Business Research:

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- Conducted research on "The role of Emotional intelligence in influencing Consumer decision to buy a Products/Services"
- Presented Research Paper in “International Conference on Management CBIBM 2018”
- Research Paper has been accepted for publication in "International Journal of Business Reflections"

## Additional

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**Interpersonal Skills:** Motivated, Creative, Adaptable, Strategic Thinker and Controlled Emotions

**Computer skills:** Microsoft Office, Tally, SPSS, Prezi, EndNote

**Interests:** Adventure, Travelling, Wrestling, Motivational Books Reading, Newspaper

**Language:** English, Urdu, Punjabi