**SHERJEEL ALI CHAUDARY**

**House No 153, Street # 33, Sector I-8/2, Islamabad, Pakistan.**

**Mobile: +92-332-2103630, +923106567666**

**E-mail:** **Sherjeelali.chaudary@ymail.com****; Skype ID: Sherjeel1973**

**OBJECTIVE:**

To utilize my proven Sales, Management and Leadership skills in a Senior Leadership/ Management position in a progressive/ Global company that result in win-win situation for my employer and me.

**PROFILE:**

Experienced Team leader with qualifications in Mechanical Engineering and Business Management. Also have a diploma in supply chain management. Currently pursuing Masters in Energy Engineering.

Managed a portfolio business of lubricants and industrial fuels as Regional Manager in Northern and Central Pakistan worth more than 50 Million US Dollar/annum; with 16 distributors handled by five reporting managers operating through six warehouses. Also played instrumental rule in introduction of Chevron lubricants in Afghanistan.

Considered as an out of box thinker with ability to execute and deliver with energy. Served Chevron Corporation in Pakistan for last eightteen years in Sales, Marketing, Customer Care, logistics and Supply Chain. Being a commercial/ industrial/ technical sales person and trained in institutional, direct (B2B) & indirect (B2C) sales; I am confident that I can fulfill the prerequisites of any challenging sales management/ leadership position. Highly adaptable personality with passion to work in teams as well as self starter.

Previously served Caterpillar Corporation through Pakistan Distributor AESL and Cummins Engines Pakistan.

**QUALIFICATIONS:**

* 2015--- **M.Sc. Energy Engineering,** University of Engg. & Technology, Taxila
* 2010 ***Four Month Supply Chain Diploma*** PIMS, Lahore B Grade
* 2002-2004 ***MBA Marketing*** IQRA University, Islamabad. A Grade
* 1992-1997 ***B.Sc. Mechanical*** University of Engineering. & Technology, Taxila

**CAREER PROFILE:**

***Chevron Pakistan Limited (formally Caltex Oil Pakistan Limited)***

Sept 2010- To date Regional Manager, Commercial Sales **B2C** (Northern Pakistan)

Jan 2008- Sept 2010 Regional Manager, Commercial Sales **B2C** (Central Pakistan)

Dec 2006- Jan 2008 Regional Manager, Industrial Sales **B2B** (Northern Pakistan)

April 2005- To date Assistant Territory Manager, Industrial Sales (Northern Pakistan)

April 2004- April 2005 Senior Zone Manager, Industrial Sales (Northern Pakistan)

Jan. 2001- Mar. 2004 Assist Manager, Industrial Sales Peshawar (N.W.F.P)

July 1999- Jan. 2001 Zone Manager, Industrial Sales Peshawar (N.W.F.P)

March 1998-July1999 Terminal Engineer, Caltex Terminal (Northern Pakistan)

***Cummins Pakistan Limited (* Formally Diesel Power Systems*)***

August 1997-March1998 Marketing Executive, Northern Region. (Northern Pakistan)

**PROFESSIONAL EXPERIENCE:**

During my Career, I served on various assignments in Sales, Marketing, and Development & Supply Chain departments. These assignments provided me an opportunity to act as independent Incharge as well as or part of leadership team.

Responsibilities in sales & marketing assignments:

* Responsible for leading a team of sales Managers, Engineers and service staff for achievement of all volumetric & earning targets of fuels and lubricants of the assigned region along with management of channel partners and assigned organizational affairs.
* Liaison within organization and outside organization for increase productivity, process improvement and reengineering, supply chain, new business development, government affairs, tender business, OEMs and customer satisfaction.
* Other activities like introduction of products for targeted segment, Pricing, Market Intelligence, Evaluation of competitors, Branding & Technical seminars, Distributor management.
* To help develop team and distributor capability through coaching and various training plans.
* Deliver agreed marketing plans (CVP, Pricing, Brand & Communications program) to increase the value to Organization and Distributors through a range of cross-sell, up-sell and new-sell activities.

Responsibilities in Logistics Supply Chain:

* Leading a team for all Fuel Bulk operations including liaison with refinery, contractors and vendors with direct reporting to Terminal Manager.
* Fleet management and handling of logistics; Maintenance of engineering equipment and technical report writing & technical audits.
* Quality improvement leading to ISO Certification, SOP development & Health, Environment and Safety Trainings of Staff

Responsibilities with Cummins engines (Diesel Power systems)

* Sales of new Cummins engines, services, preventive maintenance contracts and parts.
* Application support to customer for generators and engines
* Sales of Bosch parts and equipment.
* Management of sales and service team in the region and completion of all assigned targets.

**WORK ACHIEVEMENTS:**

* Developed Afghanistan (new country) distributorship for Chevron in coordination with Manager Sales, Gulf Region. Helped the distributor Design their supply chain, business model and POS through rich firsthand experience of the assignment.
* Certificate for appreciation from GTZ (German Agency for Technical Cooperation and EPA NWFP government. Certificate was awarded on active participation as organizer for free vehicle tune up camp at Peshawar.
* Letter of appreciation for development of Sugar industry Business by supervisor and General Manager Lubricants, Pakistan. This was the first ever business secured in the Northern Pakistan and more than 33000 ltrs of lubricants was sold.
* Letter of appreciation for the team including myself (by name) from the supervisor and country Manager, Pakistan for the recovery of cost of undelivered product by a culprit cartage contractor.

**OUTSIDE ACHIEVEMENTS:**

* Four course with each of three month duration from Allama Iqbal Open University, Islamabad. Courses are Marketing for Executives, Improving your skills in business communication, Costing for export, Material Management.
* Letter of appreciation by General Manager Production for KSB pumps for final year engineering project on "Feasibility study for thermal power plant" at sector I-9 industrial Area.
* Certificate awarded for two month diploma course in Electronic Data Processing by National Technical Teachers Training Institute, Ministry of Education, Islamabad.
* Certificate awarded as member of Mountaineering and Hiking Society, University of Engineering and Technology, Taxila.

**CERTIFICATIONS**

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| --- | --- |
| **Certification Acquired** | **Date completed** |
| Supervisor Essentials- Caltex In-house TrainingPresenting with Impact from Institute of Sales & Marketing- LahoreProfessional Sales Management & Leadership, Nutshell, Pakistan | 20092009Aug,2006 |
| Power Generation for profits from Caltex Alkhaleej, Dubai, UAE. | June, 2005 |
| Field Sales Management from Institute of Sales & Marketing- Lahore | DEC-2004 |
| Developing Customer Intimacy from Institute of Sales & Marketing- Lahore | SEP-2004 |
| Negotiation Skills from Pakistan Institute of Sales & Marketing- Karachi | DEC-2003 |
| Time and Territory Management- Caltex In-house Training | SEP-2001 |
| Communication & Selling Skills- Caltex In-house Training | MAY-2001 |

**SKILLS**

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| --- | --- | --- |
| **Skill** | **Level** | **Years of experience** |

|  |  |  |
| --- | --- | --- |
| Communication & Selling  | Advance  |   18 year |

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| --- | --- | --- |
| Analytical Skills  |  Expert  |  15 year  |

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| --- | --- | --- |
| Managing Change  | Expert  |  08 year |

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| --- | --- | --- |
| Leadership (dynamic) | Intermediate  |  09 year |

Channel Management   Expert 10 year

Institutional Sales Expert 10 year

New Business Development Expert 10 year

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| --- | --- | --- |
| Business Process Re-Engg.  | Intermediate  |  05 year  |

**LANGUAGES**

Can fluently communicate in English, Urdu, and Punjabi and have slight understanding of Pashto and Arabic.

**COMPUTER LITERACY:**

* Can well operate Microsoft Word, Excel, Outlook and PowerPoint.
* Experience of operations on SAP (Enterprise Resource) software in sales & distribution module.

*References may be furnished if desired.*