House # 379 Green Town, St # 07 near Adeel Bakers

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**muhammad Asif siddique**

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| Objective |  | Seeking a challenging position in a dynamic firm where my professionalism, positive attitude, high Communication skills, education and experience can be utilized to its full potential. |
| Skills & Abilities |  | Good communication skill  Self-motivated  Time management  Good leadership qualities  Ability work in under pressure situation  Team Building  Negotiation Skills |
| Experience |  | **gas and oil pakistan limited  Dec 2018- till Date**  **Zone Manager**   * Liaison with government and other department to sort out the issue. * Ensures that all site staff and manager with in zone are trained and updated on all aspects of HSEQ. * Act like business consultant to dealer of proper management of retail outlets, on working capital and inventory management. * Preventing external upliftment. * Promote, monitor and develop high standards of customer services, housekeeping, merchandising and general operation at sites. * Achieve volume targets for fuel. * Inspect, monitor and ensure proper use of company assets at retail outlets. * Analyze and report sales performance v target on monthly basis. * Assist the development team on new retails outlets. * Making feasibility for new sites * Managing inventory at sites to avoid dry out. * Track of industrial activity in the zone with strong focus on time and territory management. * Gather information to evaluate potential new business.   **Paktastan Telecommunication pvt limited July 2017-Till Date**  **Area Sales Manager (A.S.M)**   * Ensures that territory achieves assigned monthly, quarterly and annual sales targets for all brands according to agreed quality benchmark. The role will lead a team of business partners (franchise and distributors) and their staff. * Ensuring direct delivery to channels with agreed service level, productivity and controlling out of stock to channel through distributors and franchisees. * Ensuring agreed numeric and weighted distribution reach on monthly, quarterly and annual basis. * Ensuring operational efficiency and ROI of all franchisees and distributors   **T&Sons distributor Jan 2016-Jun 2017**  **Area Sales Officer (A.S.O)**   * Handling team and their target * Promoting company products in assign territory * Conducting BTL activities in assign territory * Re-launch company’s products * Develop new customers in assign territory * Handling Key Accounts * Within this tenure handling two companies **Gujranwala Food Industries** and   **Mitchell’s Farms Limited** AFAQ- (association for academic qulaity) **Dec 2013-Apr 2015**  **Sales Promotion Officer.**   * Promoting company products in assign territory * Conducted principle convention in target area * Sales curriculum, international books * Conduct trainings in schools * Promoting AFAQ’s leaders club * Ensure quality of company’s all products * Conduct Educational Exhibitions * Arrange teacher’s training in respective area * Conduct school principle meetings * Conducting non-curricular activities. * Recovery of all outstanding payments. * Built books shop network in respected area.  Fore Front dream work solutions **Jan 2006- Sep 2012**  **Promotion Officer**   * To execute the projects in the direction set be the respective activation manager * Promoting Around 60+ companies’ Brands * All Pakistan Road Activities * Float activities * Supporting to organize Events * BTL marketing * Plan events and exhibitions |
| Education |  | Masters in Public administration (Marketing) (Completed-2018) University Of Karachi Masters in social work (Completed-2015) University Of Karachi |
| Communication |  | Urdu – English – Panjabi |
| Computer skills |  | * MS word * MS Excel * MS Power Point * **Social networking/Digital Marketing** * CRM and BI publisher Software |