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 skillSelf-motivatedTime managementGood leadership qualitiesAbility work in under pressure situationTeam BuildingNegotiation 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 limitedJuly 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 distributorJan 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
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| 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
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