

## **Nadeem SHAFIQ**

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Mohallah New Satellite Town Sargodha

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	Seeking a career where I can utilize my knowledge and skills with opportunity for
	growth. Where I can prove myself as a valuable asset for the organization and
	flexible to any challenging environment.
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iployment hi	Divisional Sales Manager, Koyama Lubricants.
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mployment hi	Divisional Sales Manager, Koyama Lubricants.  (03 May-2022 to Jul-2023)  Territory Sales Executive, Guard Frication Pvt. Ltd  (10 February 2017 to 28 February 2019)

## Experience profile

## Koyama Lubricants

Last Serving as **Divisional Sales Manager** in Koyama Lubricants Deals in Lubricants.

## Major responsibilities are;

- To achieve the sales and other KPI i.e. coverage, productivity, drop size, SKU per call target on daily, weekly, monthly and quarterly basis.
- To check, execution & monitoring of all company activities i.e. trade offers, consumers promotion, stall operation and conducting of trade get together in the market place and also keep close eyes on competitor's activities and reporting to the company Regional Sales Manager & Business Manager.
- Implement company merchandising policy by effective utilization of POS materials at retailers and wholesalers levels.
- To manage & supervise effective operation of resources on routes to ensure the availability of stock i.e. brands & SKU wise at all level.

- Analyze sales/credit facility statistics and study performance of major's retailers & wholesalers in the assigned territory to keep close track on business by maintaining the professional relationship.
- Ensure converge through DSF/Distributor of agreed outlets from the identified related universe and also review alignment of route plan after every quarter.
- Ensure customer & consumer complaints are resolved and reporting to the Company office Sargodha.
- Ensure Distributor has sufficient finance/resources to run the business smoothly.
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- To implement all the requisite company distribution polices and HSE standards at distribution levels.
- To maintain all type of requisite record keeping mainly including primary/ secondary sale, route settlement sheets, fixed sale summary, staff salaries,

	banks dealings, warehouse stocks etc.				
education					
	1.5				
	• BA (2008)				
	<ul> <li>University of Sargodha</li> <li>F.A (2006)</li> </ul>				
	<ul> <li>Sargodha Board of Intermediate</li> <li>Matric (2002)</li> <li>B.I.S.E Sargodha</li> </ul>				
Computer skills	•				
	•				
	<ul> <li>Microsoft Windows, MS Office (Word, Excel Power point).</li> <li>Internet</li> </ul>				
Behavioural and Interpers	sonal Skills				
	<ul> <li>Competent in written and spoken English &amp; Urdu.</li> <li>Observable abilities of leadership, team work, communication and negotiation.</li> <li>Confident to face and solve problems.</li> <li>Ability to take initiative and manage time effectively.</li> </ul>				
References	1 -				
	References can be furnished on request.				