

ASADULLAH CHANNA

Date of birth : 20th MARCH 1995 | CNIC No:41203-8381780-3

Soomar Town Near Shahjahan Park, Dadu, Sindh.



AREA OF PROFICIENCY

Sales, Marketing, Distribution Management
Channel Development

CONTACT

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PROFILE

OBJECTIVE

To obtain a position in a progressive and well reputed organization where I can meet Challenges and utilize my skills on optimum level, and where I can contribute in Organizational growth with my career advancement in the long run.

KEY SKILLS

Channel Development
Relationship Building
at ground level

Microsoft Excel
Microsoft Word

Ms Powerpoint
Moderate Level

Customer Satisfaction
Retailer Satisfaction

ADDITIONAL SKILLS

- ▶ Good communication and interpersonal skills.
- ▶ Positive attitude, team player and believe in initiator.
- ▶ Good understanding with team to build positive relationship between team members.
- ▶ Target oriented and also innovative
- ▶ Managing stress situation, good judgment and analytical abilities.
- ▶ Decision making and negotiation skills.
- ▶ Leadership qualities with meeting targets on time.
- ▶ Organize new plans and implement for achieving Goals or Aim.

EDUCATION

<u>Year</u>		<u>Grade</u>
2021	B.A Shaheed Mohtarma Benazir Bhutto University Nawabshah	2 nd Class
2015	Intermediate B.I.S.E, Hyderabad	"C" Grade
2013	Matriculation B.S.I.E Hyderabad	"B" Grade

LANGUAGES

English (Fluent)

Urdu (Fluent)

Sindhi (Fluent)

WORK EXPERIENCE

JAZZ (PAKISTAN MOBILE COMMUNICATION LIMITED)



Currently working **Distribution Officer (D.O) Since Jan-2018**

- ▶ Direct interaction with retailers to achieve their monthly targets to defeat the competitors.
- ▶ Build the positive relation with retailers to overcome take market lead at ground level.
- ▶ Motivate the retailers to achieve their monthly targets with up to 100% to get maximum benefits.
- ▶ Fully availability of Jazz Cash Balance at Retailers as per company policy to overcome the market demand.
- ▶ Motivate new retailers and franchises to work with efficiently with Jazz products.
- ▶ Increase the retail channel as per company policy and ensure to active them to take over the maximum market share.
- ▶ Help to solve retailer's and Franchisee queries regarding Jazz Cash products.
- ▶ Fully availability of Jazz Cash, CDR Stock, Cards, Balance at Retailers as per company policy to overcome the market demand.
- ▶ Motivate new retailers and franchises to work with efficiently with Jazz products.
- ▶ Increase the retail channel as per company policy and ensure to active them to take over the maximum market share.
- ▶ Help to solve retailer's and Franchisee queries regarding Jazz products.
- ▶ Maintain Daily A2A, MI lifting, Scratch card, handset lifting and availability at Retailer channel.
- ▶ Provide the entire products of Jazz at retail channel.
- ▶ Credit and Cash management at retail channel.
- ▶ Building positive relationships with retailers to work with Jazz.

KONNECT (HBL EXPRESS MORO)

Sales & Distribution Supervisor (S.D.S)

From Feb-2015 to Dec-2017 (02 years)



- ▶ Cash Management at retail level
- ▶ To manage Online Banking
- ▶ To resolve All Quires Related franchise and HBL Business Operations & retail.

ACHIEVEMENTS

- ▶ Achieved up to 100% of targets in every month to make the positive growth for company.