**Arbab M Tahir**

**Faqirabad No.1**

 **Peshawar**

 **arbabtahirgsk@gmail.com**

 **0092 300 5925019**

**Profile Summary**

**To seek a job in an environment this is competitive, demanding and future progressive to utilize my full potential.**

**An accomplished professional with extensive expertise in a broad suite of operations especially in business development, sales, marketing, business support and strategic planning of Retail and Wholesale Management, particularly in KPK and FATA Region. Proven track record as a visionary with awareness of multiple industry domains to facilitate development and implementation of strategies targeting market share and customer growth; proficient at full business-unit management with reputation for leading teams towards peak performance; seeking a challenging position to drive realization of business targets with adept management of organizational diversity, while maintaining a firm focus on assured bottom line gains and distinguished company performance.**

**Qualification: BSc Chemistry. MBA Sales & Marketing**

**. MA International Relation (IR)**

**CV Title: Finance Management expert; Management; Product Management; Sales Management; Business Communications Management; Customer Service Management; Leadership Management; Business Etiquette Management; Team Management & Leadership**

**SPECIALIZATION**

* **All most 20 years’ experience in finance control, budgeting and team management**
* **Sales Management, Marketing, Business Development, Operations Management, Supply Chain Management**
* **Project Management, Procurement, Key Account Management, Budgets, Strategic Planning/Implementation**
* **Management Reporting, Resource Allocation, Market Research, Competitive Analysis, Negotiations**
* **Fiscal Management, Proposal Development, Deal Structuring, Formulating Policies/Procedures**
* **Logistics Planning, Forecasting, Territory Management, Risk Assessment, Cost Control, Crisis Management**
* **Customer Relationship Management, Multi-Channel Distribution, Promotions, Vendor Relations**
* **HR Selection, Development & Training, Performance Management, Quality Control, Retention**
* **Leadership, Team Building, Decision Making, Communication, Measurable Deliverables, Time Management.**
* **Good understanding and knowledge about team building and leading qualities to take initiatives for best interest of organization.**
* **Excellent communication and team working skills with demonstrated ability to deliver professionally documented outputs & reports.**
* **Good presentation and capable to deliver training on different topics of management, team building and finance control and budgeting initiatives.**
* **Excellent inter-personal and intra- personal communication skills.**

**EMPLOYMENT RECORD**

**Designation: SM/BM Duration: March 2016 to till date**

**Organization: Cell Lab pvt Ltd Employment City: KPK**

**Key responsibilities and achievements**

* **Combining good strategic substances and effective interpersonal processes to formulate strategies to produce results and sustainable competitive advantage.**
* **Setting the**[**vision**](https://chisellabs.com/glossary/what-is-product-vision/)**and**[**strategy**](https://chisellabs.com/blog/ingredients-for-a-successful-product-strategy/)**for the products and**[**creating and managing roadmaps**](https://chisellabs.com/blog/create-an-effective-product-roadmap/)**. Close working with other teams within the company to ensure that the products align with its overall strategy.**
* **Influencing and motivating team to attain goals, achistrating change, set direction and motivating team to overcome obstacles.**
* **Products, Leaflets, Catalogue, pamphlets and Brochures designing.**
* **Influencing team members to attain goals, orchestrate change, set direction and motivating people to overcome obstacles and move the organization towards its ideal future.**
* **Achieving company objectives through effective planning, setting sales goals, analyzing data on past performance, and projecting future performance**.
* **Detailing folder designing with key selling messages and product comparison studies.**
* **Budget and Resource allocation to achieve organization Goals.**
* **SWOT analysis, product strategies and local comparison studies**
* **Preparing business proposals/presentations for sales projects pertaining to hand tufted rugs; prioritizing consistent improvement in rug quality as a commitment to excellence and customer satisfaction.**
* **Conceptualizing and implementing marketing strategies, promotional campaigns and discount schemes; determining product pricing to remain competitive and provide buyers with best value for money**
* **Streamlining market research for identification and enforcement of competitor's benchmarks; organizing training for sales team and maintaining constant dialogue**
* **Formulate, direct and coordinate marketing activities and policies to promote current products and services.**
* **Introduce new products to the market.**
* **Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company’s marketing goals**
* **Identify, develop, and evaluate marketing strategy, based on knowledge of establishing objectives, market characteristics, cost, and markup factors.**
* **Use sales forecasting and strategic planning to ensure the sale and profitability of products, or services, analyzing business developments and monitoring market trends & Customers**
* **Analyzing budgets, preparing annual budget plans, scheduling expenditures, and ensuring that the sales team meets their quotas and goals.**
* **Gathering, investigating, and summarizing market data and trends to draft reports.**
* **Implementing new sales plans and advertising.**

**Designation : PS/APM/ PM/SM Duration: March 1996 to March 2016**

**Company : Glaxo SmithKline(consumer) Employment city : Karachi (Pakistan)**

**Key responsibilities and achievements**

* **Responsible for overseeing sales operations, meeting targets and managing the sales team in the region.**
* **Organize the storage and distribution of goods. To ensure that the right products are delivered to the right location on time and at a good cost. Involved in transportation, stock control, warehousing and monitoring the flow of goods.**
* **Joint visits in the field to identify sales force deficiencies and to help them improve their shortcomings.**
* **Leadership role by setting examples.**
* **Lead the team of 35 employers and gave technical support to successfully achieved quantitative as well as qualitative objectives as per SOPs.**
* **Built the capacity of key opinion leaders through conducting different kinds of academic presentations.**
* **Developed and implemented plans for the personal grooming of sales force.**
* **Successfully implemented head office strategies in the field to achieve long term objectives.**
* **Joint visits with field staff to identify sales force deficiencies and to support them improved their shortcomings.**
* **Leadership role by setting examples.**
* **Generated Prescription for our product providing customer services.**
* **To promote efficiently company product through strong and flexible communication with the costumers.**
* **Conduct and organized grand events like Symposia Seminars etc.**
* **Arranged medical camps for the facilitation of vulnerable communities with enhancement of organizational business.**
* **To identify problematic area and rectify the problem.**
* **Budgeting and forecasting to achieve monthly sales targets.**
* **Micro analysis, sales reviews on daily, weekly & monthly basis.**
* **Competitors reports to zonal office on monthly basis.**
* **Metrics to zonal office.**
* **Inventory management on monthly basis.**
* **Identify new area to combat the growth & to expand the business of our core products.**
* **Focus on Zinacef the new responsibility.**
* **Strong Professional Relation & intimacy with professors.**
* **To visit 3 Stars and 2 Stars Customers on regular Basis.**
* **To develop 10 KOLS. as GSK friendly Customers.**

**ACHIEVEMENTS:**

* **Special incentive winner in vaccines**
* **Rapid promotion in every organization**
* **Special inceptive winner in Heamatinic.**
* **Winner of Zonal Detailing Competition Two times.**
* **National Winner of Launching incentive of Chewcal (Four Gold Bar).**
* **Top achiever, win Gold Medical (as Regional Star).**
* **Top achiever of maximum Cash incentive.**
* **National Achiever of Bactroban Launching incentive.**
* **Regional Star Club Member.**
* **Winner of Regional Detailing Competition.**
* **Appreciation letter from SM & Business Unit Head on Business Plan.**
* **Winner of Special incentive for Bactroban.**
* **Appreciation letter of Business Unit Heat for Joined working in Peshawar.**
* **Consistent achiever.**
* **Appreciation letter of product managers on the arrangement of Successful activities.**
* **National Star for Product Win Gold Medal Zonal Star.**

**WORK SHOPE / TRAININGES:**

* **Attended 30 days Initial Training course by S.B through UK certified Trainer**
* **Attended 3 days training on professional selling skills III.Trained on business Territory management.**
* **Attended 3 days training on Premier Beyond 2000.**
* **Attended 2 days training on sales competencies.**
* **Attended 3 days training on P.S.S 2000.**
* **Attended 2 days on Excelling in selling (E.I.S)**
* **Attended 1 days Work Shop on communication skills.**
* **Attended 3 days Work Shop on EIS.**
* **Development of Human Resources**
* **Strategic Planning and Budgeting**
* **Organizing sales Force**
* **Team Building**
* **Foundation of marketing strategies**
* **Volunteerism.**
* **Data Collection, Verification & Analysis.**
* **Monitoring & evaluation.**
* **Attend teachers training events.**

**ADDITIONAL INFORMATION:**

* **Self motivated individual & committed team leader/ Player.**
* **Articulate & excellent communication and interpersonal skills.**
* **Flexible and adaptable personal and can work anywhere within and outside the country.**
* **Fluent in speaking and written in Urdu, English and Pashto.**
* **Computer Literate.**
* **Analytical thinking with tenacity.**
* **Working with commitment and Dedication.**
* **Believe in transference and integrity.**

## **Untitled-1 copyPERSONAL INFORMATION**

* **Father’s Name : Arbab Muhammad Yaqoob**
* **Domicile : Peshawar**
* **CNIC : 17301-1503852-5**
* **Nationality : Pakistani**
* **Marital Status : Married**
* **Cell #: : (0092) 0300-5925019**
* **Email Address: :** **arbabtahirgsk@gmail.com**