

Muhammad Zaheer Ud Din

Territory Sales Manager, Nestle Pakistan

Bannu 28100

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Constantly diversifying my skillset by embracing new challenges !

Work Experience

Territory Sales Manager

Nestle Pakistan - Bannu

July 2022 to Present

- Data collection and research related to KPIs and out-of-stock products
- Designing and implementing strategies to achieve sales targets in the region
- Conducting market inspections and surveys related to sales

Lead Management and Logistics

Farlex Enterprises - Islamabad

January 2021 to June 2022

- Engagement and communication with the company's domestic clients and foreign offices regarding key deliverables
- Drafting comprehensive roadmaps beforehand for each client's deliverables
- Maintaining progress reports and updating them on daily basis through an integrated company software

Program Analyst

GLOW Consultants (Private) Limited - Islamabad

August 2020 to January 2021

- Water, Sanitation and Hygiene (WASH) Specialist
- Experienced in Women Livelihood Improvement Programs
- Disaster Risk Reduction (DRR) Expert
- Monitoring, Evaluation, Accountability and Learning (MEAL) professional

Communications Officer

Ranra Welfare and Development Organization - Bannu

July 2019 to August 2020

- As a Communications Officer at Ranra Welfare and Development Organization, took a leading role in coordinating and planning various welfare activities, ensuring seamless execution and alignment with the organization's mission and goals.
- Utilized research and needs assessment to identify families and children most vulnerable to natural disasters, poverty, disease, and abuse, enabling the organization to prioritize its efforts and allocate resources effectively to provide targeted support

- Acted as a key point of contact for donors and partners, establishing and maintaining strong relationships to secure funding and resources for the organization's projects, resulting in increased financial support and collaborative opportunities.
- Employed effective communication strategies to raise awareness about the organization's initiatives and impact, leveraging social media, website content, and press releases to engage stakeholders, attract volunteers, and promote Ranra's mission, ultimately expanding the organization's reach and influence in the community

Research Associate

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH - Peshawar
July 2017 to November 2017

- Qualitative Research on impact evaluation and assessment of local governments in KPK
- Mix-method research establishing the baseline for GIZ's Local Governance Program supported by Swiss Agency for Development and Cooperation, and the German Ministry of Development Cooperation

Interpreter/Translator

Analysis and Research Consulting (ARC), Berlin - Peshawar
January 2017 to July 2017

- Translation and transcription of various documents from English into Urdu and Pashto
- Translator to my German supervisors working on local governance in Pakistan
- Designing surveys

Intern Marketing

Lucky Cement (pvt) Limited - Peshawar
May 2016 to August 2016

- Identifying market trends and ways to improve the company's marketing strategy
- Management of the company's social media accounts
- Writing content for marketing and keeping the marketing manager updated on the impact

Volunteer

The PEHCHAAN Foundation - Lahore
October 2015 to November 2015

- Assisting the NGO in organizing various seminars on child rights and education across Lahore
- Contributing to advertising strategies of the NGO aimed at procuring charity funds

Education

Bachelors in Economics and Politics

Lahore University of Management Sciences - Peshawar
June 2014 to June 2019

Secondary and Higher Secondary Education in Faculty of Sciences

Cadet College Kohat - Kohat
2008 to 2013

Skills

- Customer service
- Organizational skills
- Microsoft Office
- Communication skills
- Leadership

Languages

- English - Expert
- Urdu - Native
- Pashto - Native