

Zaheer Abbas

Mobile: +92 3339610006, +923005663144

Email: zahheer.za@gmail.com

Present Add: House No 23 Street No.2 Parachatown Pindi road Kohat



PERSONAL SUMMARY

Versatile **sales leader** and **team builder**, offering record profitability, revenue growth, market share and penetration by development and execution of Go-To-Market strategies. A self-motivated person believes in saying YES to the change with Can Do Approach. I have diversified experience in Sale, having strong knowledge of sales systems, operations and have worked on various positions, geographical locations and channels i.e. traditional trade, wholesale & direct selling.

I have burning passion for future development. Continuous self-development is my motive. I like broader scope of job with multi interface and customer. I love interacting new people.

I define myself as a smart problem solving, loyal professional with focus on results within specified time. I am having an energetic, helpful, friendly and team-oriented personality. I have good communication skills and have excellent presentation skills to large and small audience.

Core competencies: Relationship Builder, Business Development, Problem solving, Team Alignment & Team Building, Analytical Skills , Travel Management

Core Expertise: Distributive Trade, Channel & Customer Management, Outbound and Inbound Sales Management

Categories: Telecom and Pharma Products.

EDUCATION:

From	To	DEGREE/CERTIFICATE	INSTITUTION
1995	1997	BSc	Peshawar University

WORK EXPERIENCE:

DESIGNATION	EMPLOYER	FROM	TO
Assistant Manager Sales & Marketing	ISMART	2023	To Date
Manager Administration	Bin Junaid Construction	2021	2023
Area Retail Manager	Ufone PTCL Group	2009	2019
Medical Sale Executive	GlaxoSmithKline	2004	2009

AWARDS & RECOGNITION:

Ufone

- **Foreign Trip winner 2015(France, Netherland, Belgium Trip)**
- Received "Exemplary performance in Retail sale 2013" Certificate
- Conversion rate improved in Hangu 38% -- 56%
- Highest Revenue per Site Hangu

GlaxoSmithKline

- Member of Team achieving One Billion Derma business 2006
- Winner of quarter sale (Oct – Dec) 2006
- Winner of quarter sale and detailing contest (April-Jun)2005

Trainings:

1. A training on Presentation Skills at Ufone in 2018
2. Retail Management Training at Ufone in 2015.
3. Retail Management System training at Ufone in 2015.
4. Quick Retail Review Training at Ufone in 2015
5. Ms Excel Advance Training at Ufone in 2014.
6. The Art of Time management, a workshop organized by GSK in 2008

References

1. **Mr. Junaid Ahmed**
Director at Bin Junaid construction
03339619110
2. **Mr. Hammad Bin Shad**
Director Sales Ufone PTML
03139067777
3. **Mr. Amir Zeb**
Ex Regional Manager Ufone PTCL Group
0333-9100013