

Umair Hafeez Khan

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Career Objective

To seek a career oriented position with an opportunity to handle challenging task in marketing sector utilize my degree and the work experience I have gained with personal development and career progression.

Education

2006	MBA (Marketing) Preston University Islamabad
2000	Bachelor of Arts (Fundamental of Computer, Journalism) Allama Iqbal Open University Islamabad
1997	Intermediate (Mathematics, Education) Board of Intermediate & Secondary Education Rawalpindi
1994	Matriculation (Physics, Mathematics, Chemistry) Board of Intermediate & Secondary Education Rawalpindi

Professional Experience

September, 2019– Present:

Territory Sales Manager

Zaitoon Pakistan (Borges)
Rawalpindi, Pakistan

Job Description:

Responsible for
Efficiently handle and further develop assigned area/territory, sales teams and distributors.
Accomplish **Borges (Extra Virgin Olive Oil, Extra Light Olive Oil, Pomace Olive Oil, Pasta and Vinegar)** and **Coopoliva Olive** sales and organizational objectives by accomplishing results as required.
Obtain & report market data.
Handle distribution & market issues.
Conduct sales & marketing activities as and when directed.
Provide reports on regular basis.
Implement company policies and procedures.

December, 2018– August, 2019:

Distribution Manager

AB Traders
Islamabad, Pakistan

Job Description:

Responsible for
Monitor Daily Supply Activities, Banking Activity & Office Management.

April 2018 – December, 2018:

Sales Manager (North)

Rehman Marketing Enterprises
Rawalpindi, Pakistan

Job Description:

Responsible for Sales of
Beverly Hills Polo Club USA, BHPC Prestige Range Fragrances, 1982 SPORTS RANGE.

November 2017 – March 2018:
January 2015 – October 2017:

Business Development Manager
Key Account Manager
Khyber Traders
Rawalpindi, Pakistan

Job Description:

Responsible for many products of different companies like **Hollywood Style USA, Henkel Schwarzkopf Germany, Yardley London, Church & Dewight UK, Enchanteur, nike deodorants**

September 2014 – January 2015:

Sr. Sales Executive
Seronic Group,
Islamabad, Pakistan

Job Description:

Installation, Sales of the **ambit PCA Pump USA** at customer site.

April 2011 - August 2014:

Sr. Sales Executive
Trade Visions Intl. Pakistan
Rawalpindi, Pakistan

Job Description:

Installation, service & Repairing of the following instruments at customer site.

- **Lab Equipment.**
- **Major II Glucose Meter**
- **PHILIPS RESPIRONICS**
 - **BIBAP, CPAP, Oxygen Concentrator**
- **X Rays Units.**

March 2008 – March 2011:

Assistant Sales Manager
Kenwood Pakistan (R & I Electrical Appliances)
HOMAGE INVERTER, UPS & BATTERY

Job Description:

Sales and Installation of the following instruments.

- **Kenwood Kitchen Appliances**
- **Homage Battery & Inverter, UPS and Generators**

April 2003 - April 2007:

Pharma Associate
Sanofi-Aventis Pakistan
S/Town Rawalpindi, Pakistan

Job Description:

Sales and Evaluation of the following:

- Tarivid (Tab & Infusion)
- Secnidal Forte (Tab & Suspension)
- Cefrom (Infusion)

Training Courses/Workshops Attended

Initial Sales Training Program
Selling Skills Course from Aventis Limited.
Workshop on Territory & Time Management.
Workshop on Knock The “T” Off The Can’t.

Skills & Languages

Microsoft Office software & the Internet.
English, Arabic, Urdu and Punjabi

Level

Expert
Expert

References

Will be provided on request

Personal Information

Father's Name:

Hafeez-Ur-Rehman Khan

Date of Birth:

12 July 1979

Driving License:

Rawalpindi, Pakistan & Bukaria KSA

Nationality:

Pakistan

Residence Location:

Rawalpindi, Pakistan

Marital Status:

Married
