



# IZAT ULLAH

## ABOUT ME

Taking challenges as passion and focus on targets. Where ever I got a chance to serve I honestly proved myself in any conditions and achieved given targets, even some times I jumped over my given targets.

## PERSONAL INFORMATION

- Father Name : Ghulam Nabi
- Religion : Islam
- Date Of Birth : 02 Aug 2000
- CNIC : 21406-2482251-7
- Marital Status: Married
- Driving License: LTV

## CONTACT

+92 303 8087959

Izatullah756@gmail.com

Samar Bagh Dalazak Road, Peshawar

## SKILLS

- Territory management
- Data analysis and trend identification
- Customer Relationship Management
- Sales Team Training
- Competitor Analysis
- Sales Reporting & Presentation.
- Team Work
- Microsoft Office
- Sales Forecasting and Planning

## TRAININGS & Workshops

- Excellence in Selling
- Distributor ka Aitimid Jitij
- S&D Pro (DMS Implementation)
- Kamyab Sales Officer
- Kamyab Team

- Morning Meeting Module

## REFERENCE

- References will be given upon request

## WORK EXPERIENCE

### Gujranwala Food Industry (JOJO) | April-2025 – Present

Area Sales Manager-Peshawar & Mardan Area

#### Overall role and responsibilities:

- Handled Sales & Operations Across 13 Towns.
- Leading the team towards accomplishment of assign targets.
- Strengthen the business by consistent improvement in basic operations.
- Broader the network of potential business partners.
- Increasing business opportunities through various routes to market.
- Conduct regular market visits to check route coverage, competitor activity and continuously search for new opportunities in order to increase sales in the Area.
- Compiling and analyzing sales figures.
- Plans strategize and implement the sales programs.
- Liaise with the Marketing team to ensure that adequate marketing support by way of merchandising and promotions is available in the area in order to provide brand visibility and promote sales in the area.
- Co-ordinate and follow up with the logistics to ensure that adequate inventory stock of product is maintained for the Area in order to meet the sales delivery schedules and provide the distributors with superior levels of service and meet the needs of the customer.
- Close coordination with sales team and business partners regarding sales trend and emerging changes in Confectionary for proactive actions to cater the challenges.



### Packages Convertors Ltd (Rose Petal) | May-2024 – April-2025

Territory Sales Manager (TSM), Peshawar

#### Responsibilities:

**Distribution Management:** Properly implementation of company policies and inventory management.

**Territory Management:** Managing the assign territory with coverage of shops and building PR with customers.

**Team Management:** Training and development of team members and also doing personal counseling.;

- Organize and manage the distribution operations of Peshawar Town.
- Looking Forward to all channels (GT, WS & LMT)
- Responsible for range sale in retail business.
- Responsible of the achievements of primary and secondary targets.
- Also working on trade coverage.
- Inventory Management.



### Mayfair Group of Companies (AFI) | Dec-2021 – May-2024

Territory Sales Executive (TSE), Peshawar

#### Responsibilities:

- Forecasting.
- Achieving Primary & Secondary Targets.
- Develop and execute sales plans for assigned territory to meet or exceed sales goals
- Analyze sales data to identify trends and opportunities for growth
- Develop and maintain relationships with key customers and accounts
- Monitor and analyze competitor activity in the territory
- Develop and implement strategies to increase market share
- Develop and implement promotional activities to increase sales
- Provide training and support to sales team members
- Prepare and present sales reports to management
- Attend trade shows and other industry events to promote products
- Negotiate pricing and terms with customers
- Develop and maintain a thorough knowledge of company products and services



### Peak Freans (EBM) | Aug-2021 – Dec-2021

Business Development Officer (BDO), Peshawar

#### Tasks:

- Morning & Evening Session.
- Secondary Target.
- Daily Route Riding With DSR
- Look Forward DSR & Distribution KPI's.
- Team Handling.
- Market Analyzing.



## LANGUAGES

Pashto: Native

English: Proficient

Urdu: Advanced

## EDUCATION

**B.A. (Bachelor of Arts) (2023)**

Allama Iqbal Open University - Islamabad

**F.Sc. (Pre-Medical) (2019)**

GHSS Pakha Ghulam - Peshawar