

AFAQUE KHAN

Jubilee Town near Shakam Chowk, Lahore.

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OBJECTIVE:

Determined to work with challenges in a dynamic environment so that my skills augment to goals. Dedicate my potential and capabilities for pursuing result-oriented objectives and raising the standard of the organization by emphasizing on well rooted foundation of learning.

ACADEMIC QUALIFICATION:

Degree	Institution / Board	Year
<i>Master of Business Administration (Marketing)</i>	School of Advance Business & Commerce, University of Punjab, Lahore	2016
<i>B.A</i>	Govt. Model Degree College, University of Punjab, Lahore.	2010
<i>Intermediate</i>	Govt. Model Degree College, Lahore.	2007
<i>Matriculation</i>	Govt. High School, Lahore	2005

EXPERIENCES:

- **Deputy Manager- Corporate Sales at FF Steel Pvt LTD Sep 2025 to till.**
Responsibilities:
 - Primarily dealing with industries & developers.
 - Cultivate strong relationships with key clients to drive retention, upselling, and long-term loyalty.
 - Responsible for dealing with customers regarding sales and meeting the assigned targets.
 - Maintain relationship with Architects, Consultants & Contractors.
 - Follow up on clients' deliveries, payments, and receivables.
- **Sr. Business Development Associate at FANAAN by Brighto Paints April 2024 to July 2025.**
Responsibilities:
 - B2B Sales & B2C Sales.
Maintain good relationship regarding *SANITARY FITTINGS* products.
 - Regularly follow up with the customers regarding their queries.
 - Collaborate with marketing team on BTL activates
- **Sr. Business Development Associate (REC) ZAITOON GROUP Feb 2021 to March 2024.**

Responsibilities:

- Directly coordinate with the Sales Partner & End User.
 - Analyze market trends.
 - Identify Potential Clients & urge them to visit the Society.
 - Conduct Regular sales meeting with the potential client.
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- **Area Sales Manager at CopperGat Cables (PVT) Ltd Nov 2018 to Dec 2020.**
Responsibilities:
 - Covering areas are Bahria town, Defence road, Raiwind Road
 - Meet with the site engineers or contractors ○ Visit on Housing & commercial projects.
 - Pays visits in Govt Dept i.e, MES, WCB, LCB.
 - Also visit on Architects & Industrial Sectors.
 - Strong follow up with the existing & potential clients.
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- **Territory Incharge at Shafisons Engineering (PVT) Ltd. (BETA PIPES) from May 2017 to Oct 2018.**
Responsibilities:
 - Visits on Dealer Network & Contractors.
 - Coordinate with the team & make visits with them. ○ Follow up with the clients.
 - Also visit on Govt Dept WASA, PHA, MES, FWO to meet their official authorities & approach to the Govt Contractors.
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- **Asst. Manager Sales & Marketing (retail sector) in Turk-Plast Industry From Aug 2014 To April 2017.**
Responsibilities:
 - Pays visits to former, existing and potential clients in view of entering contracts with them, especially Consultants & Builders.
 - Determine and recommend prospecting customers by analyzing historical and other statistical information, participation in conducting customer interview and preparing customer call analysis reports..
 - Provides after-sales service and in particular to ensure all guests complaints are taken seriously and discussed with the respective departments if necessary.
 - Negotiates prices with the clients.
 - As directed, compile and input market intelligence information.

PROJECTS:

- Lahore-Sialkot motorway project by Aura Foton pvt Ltd.
- Beijing underpass project by Habib Constructions

COURSES:

- World Span Basic Training in January 2014
- Galileo sales effectiveness course in March 2014.

COMPUTER SKILLS:

- MS Office & Word.

- SAP User.

PERSONAL INFORMATION:

Father's Name : J. Nasir Mirza
Date of Birth : 07-08-1991
Marital Status : Married

REFERENCE:

- Will be furnished on demand.