

# Mushtaq Ahmad

**Address:** Village Salak P.O Katti Garhi Tehsil Katlang District Madan KPK

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## Professional Summary

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I hold degree of Master in Peace & Conflict Studies With 2 years Professional experience in different organization along with Internship/Training at (Cyber Vision International in Collaboration with UNDP) & CENTER FOR GLOBAL & STRATEGIC STUDIES (Embassy Of Azerbaijan Islamabad).Passionate about learning business concepts and possess the ability to handle work pressure and customer issues professionally. Flexible to work in any environment as required I am an ambitious and hard-working person, looking further my career in an esteemed organization and incorporate my skills.

## Work Experience/Professional Training

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09/2023 till date...

**Tahir & Sons Foods (Bake Parlor & TAAM-Spices)-Peshawar**  
Territory Sales Manager

Covering Areas: Peshawar Full area with ex-station Kohat,Lakki Marwat ,Bannu, DI Khan Charsadda & Shabqadar

Ensure primary / secondary volume delivery & manage relationship with distributors / key outlets Achieve numeric and weighted distribution targets. Ensure secondary volume delivery & manage relationship with Whole seller/and Retailer. To ensure DSF wise productivity, coverage, strike rate and highlighting opportunity at trade. Monitor distributor stock levels and report month closing stocks DSF wise route setting and ensuring brand wise achievements. Provide evaluation of activities & market / competition news Ensure route wise stock issuance and stock management at both Retail and Whole sale Handling Distributor' Sales & Inventory Management,Forecasting,Analysis,Team Profiling & Coaching, Seeking Uncovered Areas,Working on Numeric Distribution.

01/2023 to 08/2023

**Maple Leaf Cement Factory Limited(A KMLG Group Company)-Mardan**

01/2023 to 08-2023

Territory Sales Executive

Covering Areas: Mardan,Dargai,Shergarh,Katlang,Swabi,Topi, Jehangira & Nowshera.

Responsible to perform marketing, sales & promotional activities of

Company Products. Working with customers for providing quotation, selling and opening sales

Monitoring the credit limit and credit amount of existing customers Selling to achieve budgeted sales target for the designated regions assigned by the Zone Heads. Following up with logistics team for the cement delivery to customers on daily basis Making sure that the clients pays for the due receivables while ensuring continued sales Communicating with the customers to ensure the payment is made on-time and informing Credit Controller for the cash or check collection Conducting market surveys as part of market intelligence ,Arranging the meeting with potential clients with Sales Team Leader/Sale Region Head and Sales Preparing daily reports to the Sales Team Leader/Sale Region Head Preparing the meeting minutes for sales meeting.

04/2022 to 09/2022

## **Coca-Cola Beverages Pakistan Ltd-Peshawar KPK**

Supply Chain Associate

Warehouse Operations at respective location. Coordinating and supporting Warehouse Managers for stock transfer activity of Finished Goods. Efficient services to our entire customers like procurement / productions / sales and transport contractors. To ensure counting and re-conciliation of all filled stocks produced / received from other plants as well. To ensure counting and re-conciliation of all empty stocks received from other market and supplier as well.

03/2021 to 08/2021

## **Cyber Vision International in Collaboration with UNDP & Norwegian Embassy Islamabad**

06 Months Training on Social Media Marketing

(National Youth Development Program & Norwegian Embassy Islamabad) under Digital Skills for KP initiative under Prime Minister Kamyab Jawan in Collaboration with UNDP

08/2020 to 03/2021

## **CENTER FOR GLOBAL & STRATEGIC STUDIES (Embassy Of Azerbaijan Islamabad)**

06 Months Internship/Training on (Contemporary Dynamics of Azerbaijan) organized by CENTER FOR GLOBAL & STRATEGIC STUDIES (Embassy Of Azerbaijan Islamabad)

## **Education**

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2017-2019

### **Institute of Peace and Conflict Studies University of Peshawar-KPK**

MSC (Peace & Conflict Studies)

2015-2017

### **Abdul Wali Khan University Mardan-KPK**

BSC (Zoology, Botany)

2013-2015

### **FG Inter College for boys Mardan-KPK**

FSC (Pre-Medical)

2011-2013

### **Govt High School LundKhwar Mardan-KPK**

SSC (Science Subjects)

## **Languages**

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Pashtu — Native Speaker

Urdu — Good Working Knowledge/Fluent

English — Good Working Knowledge/Fluent

## **Additional Skills**

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Communication, Interpersonal skill, Human Rights, Alternate Dispute Resolution, Team Building, Team Player, Analytical, Democratic Dialogue And Projects, Problem Solving Skills, Self Motivating Skills Analysis, Analytical, Active Listening Skills.

## **References**

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References available only upon request.