



# SHAHID AFZAL

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 IQBAL TOWN, LAHORE, PUNJAB

## ACHIEVEMENT & Awards



**SKILL'S:** Business Development Leadership & Administration, Communication & Customer Services, Management for the Risk, Time, Staff, SCM & Budget, Technical & Strategic Proficiency. (Computer Software MS Office, ERP, SAP etc.)

**Education:** Bachelor of Commerce / Intermediate: PRE-Eng. & Matric Science

**EOBI Registration:** 4700B157031

## CAREER OBJECTIVE

I want to excel in this field with hard work, perseverance and dedication. I want a highly rewarding career where I can use my skills and knowledge for organizational and personal growth. I am seeking a company where I can use my experience and education to help the company meet and surpass its goals.

Aiming to drive sustainable growth for a forward-thinking tech startup by implementing data-driven strategies and fostering a culture of continuous improvement.

## EXPERIENCE DETAIL

### ❖ OPERATIONAL & BRANCH MANAGER (PUNJAB REGION)

**FEB-2018 TO PRESENT**

MEDICAL DIAGNOSTIC FIELD (IVD / LABORATORIES)

Specially for **CORPORATE SECTOR & E-PROCUREMENTS (EPADS) GOVERNMENTS**

Widespread accomplished to run the day-to-day operations of Sales & Marketing, Administration & branch operational process, group, department, or organization you're overseeing

- ✓ Forecast & achievement of objectives, Volume sales, region, area, territory
- ✓ ensure growth as per objective of the division, key focused product sales, region, area, territory
- ✓ achieve optimum market share/ leadership, enhance productivity
- ✓ Core customer coverage by all medical representative & area Heads / resources
- ✓ Monitor and control group event management, suggest for reduction in promotional activity expense
- ✓ Ensures to maintenance of" NORMS AND STANDARD OF COMPANY POLICIES"
- ✓ Correct & improve interpersonal relationships & contribute to team building development of weak territory
- ✓ Identify the factors related to market, customer, competition, brand performance & contribution
- ✓ build strategies and work for improvement of all identified factors

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## ❖ **MANAGER SUPPLY CHAIN / WAREHOUSE (PUNJAB & KPK)**

**NOV-2012 TO JAN-2018**

### **ELAHI GROUP OF COMPANIES (KARACHI)**

Comprehensive achieved the store operational requirements by scheduling and assigning employees; following up on work results, manage all controllable costs to keep operations profitable also stock levels and make key decisions about stock mechanism.

- ✓ Joint Venture EGC with PEL Power & Appliance Division at Lahore
- ✓ Joint Venture EGC with Cool Industries (WAVES) Appliance Division at Lahore
- ✓ Joint Venture EGC with Steel Complex & e2e Bran Oil Unit at MURIDKE, PUNJAB
- ✓ Wheat Project with MGD (Army) Buying & Supply at South Punjab & KPK
- ✓ Complete Handling Company bunnies in all over Punjab & KPK

## ❖ **ASST. MANAGER PROCUREMENT (LAHORE, PUNJAB)**

**2011 TO JAN-2012**

Complete Handling of Store & Purchase Mater of Telecommunication sector, (Spare Parts of Generator Air conditioners including electric, electronic, mechanical, etc.)

## ❖ **MANAGER SERVICES (AFTER SALES) Peshawar, (KPK Region)**

**2007 TO 2010**

- ✓ Established the services of HAVC after sales and completely managing the company project in Government, Semi Government & Private Sector.
- ✓ Enhance the Company Business regarding the Services of Air Conditioners in different Areas where services was providing by local technician as Banu, Kohat , Mardan, Charssada, Sawabi, Lakki Marwat, D.I. Khan and FATA providing the technician, resolving the problem of customers according to their needs.
- ✓ Responsible for employee availability, their salaries, their work, time project, cost of project, Bank related matter, Accounts, Purchase & availability of material.
- ✓ Maintain the store material by Store Keeper and make possible that all item in good Condition & well stock. As well as it makes possible that all record regarding material should be same in ledger as physical on daily basis.