

JAWAD UMAR

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PROFILE

To obtain a challenging & dynamic career position suitable to qualification, experience and capabilities with a view to further career development.

EMPLOYMENT EXPERIENCE

Nutriolov Pvt Ltd Pakistaten

ASM Balochistan

Date 01-02-2023 To till Date

- Managing, training and motivating existing sales team to drive revenue growth.
- Develop and manage efficient distribution networks for sales.
- Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team.
- Collecting customer and market feedback and reporting the same to the organization.
- Monitoring sales team performance, analyzing sales data, periodical forecasting

Loreal Pakistan

DMB (Balochistan)

Date Marach-2021 To Dec-2022

- Managing, training and motivating existing sales team to drive revenue growth.
- Develop and manage efficient distribution networks for sales.
- Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team.
- Collecting customer and market feedback and reporting the same to the organization.
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Lago Baby Diaper Pvt. Limited

AREA SALES MANAGER (BALUCHISTAN BELT)

Aug 2019 – Present

- Managing, training and motivating existing sales team to drive revenue growth.
- Develop and manage efficient distribution networks for sales.
- Develop efficient and creative sales and marketing strategies for the assigned territory and target setting for the sales team.
- Collecting customer and market feedback and reporting the same to the organization.
- Monitoring sales team performance, analyzing sales data, periodical forecasting.

United Snack Limited

AREA SALES MANAGER (SUKKUR & BALUCHISTAN BELT)

Aug 2018 – Jul 2019, 1 year

- Ensure achievement of Area Volume target (Primary and Secondary) on monthly basis.
- Conduct morning and sunset session with sales staff and monitor performance of territory on daily
- Keep regular tracking of KPI's.
- Ensure execution of trades promotions as per agreed mechanics across territories.
- Ensure that all the trade offers and discounts are being passed on to customers.
- Ensure availability and visibility through sales team as per agreed standard.
- Provide Market intelligence to H.O/Seniors on daily basis.
- Manage and motivate distributor for mutual business growth.
- Ensure all financial claims are timely, correct and authentic.
- Review hygiene of shop data on monthly basis with the support of sales and MIS team.
- Analyze and explore opportunities for business growth & optimization.
- Identify skill gaps and arrange class room/on the job training for field offices and DSR.

Colgate Palmolive Pakistan Limited

AREA HEAD (QUETTA ZONE)

Oct 2017 – Jul 2018, 10 months

- Ensure achievement of Area Volume target (Primary and Secondary) on monthly basis.
- Conduct morning and sunset session with sales staff and monitor performance of territory on daily.
- Keep regular tracking of KPI's.
- Ensure execution of trades promotions as per agreed mechanics across territories.
- Ensure that all the trade offers and discounts are being passed on to customers.
- Ensure availability and visibility through sales team as per agreed standard.
- Provide Market intelligence to H.O/Seniors on daily basis.
- Manage and motivate distributor for mutual business growth.
- Ensure all financial claims are timely, correct and authentic.
- Review hygiene of shop data on monthly basis with the support of sales and MIS team.
- Analyze and explore opportunities for business growth & optimization.

Mitchell's Fruit Farms Limited

AREA MANAGER (QUETTA ZONE)

Apr 2017 – Sep 2017, 6 months

- Ensure achievement of Area Volume target (Primary and Secondary) on monthly basis.
- Conduct morning and sunset session with sales staff and monitor performance of territory on daily.
- Keep regular tracking of KPI's.
- Ensure execution of trades promotions as per agreed mechanics across territories.
- Ensure that all the trade offers and discounts are being passed on to customers.
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Mitchell's Fruit Farms Limited

SALES EXECUTIVE (QUETTA ZONE)

Oct 2012 – Mar 2017, 4 years 6 months

- Organizing sales visits.
- Demonstrating and presenting products.
- Establishing new business.
- Maintaining accurate records.
- Reviewing sales performance.
- Aiming to achieve monthly or annual targets.

Mitchell's Fruit Farms Limited

SENIOR TERRITORY SALES EXECUTIVE (QUETTA ZONE)

Apr 2007 – Sep 2012, 5 years 6 months

- Act as a point of contact for existing and potential customers within assigned territory.
- Identify local business opportunities and challenges.
- Report on regional sales results (weekly, monthly, quarterly and annually).
- Present our products and services to prospective customers.
- Identify customer needs and recommend product solutions.
- Work closely with salespeople and other internal teams to meet individual and group sales quotas.

Ismail Industries Limited - Candy land

SALES SUPERVISOR (QUETTA AREA)

Apr 2004 – May 2007, 3 years 2 months

- Supervise sales operations of sales team.
- Follow-up leads and samples provided by sales team.
- Implement strategies to sell products or services.
- Build new customer base to maximize sales.
- Retain existing customers by providing prompt customer services.
- Supervisor and oversee the maintenance of customer databases.
- Analyze field reports and prepare sales documents.

Rafhan Best Foods Limited

DISTRIBUTOR SALES FORCE (QUETTA AREA)

Jun 2001 – Mar 2004, 2 years 10 months

- Ensure to Generating leads.
- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Preparing weekly and monthly reports.

International Brands Limited – P&G

TERRITORY SALES OFFICER (QUETTA AREA)

Dec 1999 – May 2001, 1 year 6 months

- Building the business within the territory using a variety of sales techniques.
- Targeting potential customers and assessing opportunities for sales.
- Arranging meetings with potential customers and selling product offerings.

WORKSHOPS / TRAINING

- "Pakistan Sales Collage"
Arranged by IBL (P&G)
- "Retail 6*8 Rules"
Arranged by Rafhan Best Foods Limited
- "Retail 6*9 Rules"
Arranged by Rafhan Best Foods Limited
- "Field Management Training"
Arranged by Mitchell's Fruit Farms Limited
- "RSF Rolling Sales for Cast"

EDUCATION

- **UNIVERSITY OF BALUCHISTAN**
B.A, Political Science, Sociology, Persian (2002)
- **BALUCHISTAN BOARD OF INTERMEDIATE & SECONDARY EDUCATION**
F.A, Humanities (2000)

- **BALUCHISTAN BOARD OF INTERMEDIATE & SECONDARY EDUCATION**

Matric, Science (1997)

SKILLS

- Expert in Ms. Office (Excel, Word, Power point etc.)
- Outstanding communication and interpersonal skills
- Good customer service skills with orientation of complete customer satisfaction
- Proper conversation and coordination with other team members
- Good Interpersonal and negotiation skills
- Judgment and Decision Making
- Creativity and Innovation
- Problem solving and strategic planning ability
- Analytical skills with Flexibility
- Ability to cope with pressure and challenges

LANGUAGES

- English – Fluent (Read, Write, Comprehend & Speak)
- Urdu - Native Language
- Punjabi – Fluent
- Pashto - Conversant

PERSONAL INFORMATION

- Nationality: Pakistani
- Birth date: 10th December, 1980
- Gender: Male
- Marital Status: Married
- References: Will be available on request