

CURRICULUM VITAE

Hamid Raza

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PERSONAL DATA:

Father Name: Abdul Hafeez Raza
Address: H.NO. 2217 Block N ,Khyaban-e-Amin, Lahore
Email: Razahamid422@gmail.com
Education: B.A (Punjab University)

WORK HISTORY

May 2023- Present Regional Head— Sales & Marketing United Foam Industries, Lahore

Description of Duties:

- Manage Rawalpindi, KPK & AJK Region

June 2022 - December 2022 Assistant Sales Manager Foamco (Pvt) Ltd. (Master Group of Industries)

- Manage Rawalpindi & AJK Region
- Working as an Assistant Sales Manager

April 2006 – May 2022 Regional Head— Sales & Marketing United Foam Industries, Lahore

Description of Duties:

- Manage Rawalpindi, KPK & AJK Region
- Strength Sales & Distribution network
- Contribute to the implementation of the Sales strategy and plans in order to ensure alliance with organization's business needs and objectives.
- Provide expertise in the implementation of Sales Policies, Procedures, and Guidelines to ensure that all procedural/ requirements are fulfilled while delivering high quality service.
- Ensure identification of new business opportunities and generation of new leads to achieve set targets and enhance organization's growth and profitability.
- Provide guidance in building a strong dealership base by identifying and reaching different sales channels and identify opportunities for effective market penetration to deliver on revenue, growth, profits and market share.

April 2002 - 2005 Sales Executive — Sales & Marketing Conqueror (Pvt) Ltd. Lahore

Description of Duties:

- Institutional Selling and Govt. Tenders
- Strength Sales & Distribution network

1997-2002 Sales Executive — Sales & Marketing United Foam Industries, Lahore

Description of Duties:

- Strength Sales & Distribution network