## Curriculum: Muhammad Awais

**Personal Details: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Father’s Name Miraj Ud Din

Email Adress: [awaispk38@gmail.com](mailto:awaispk38@gmail.com)

Cell No. 0345-8181584-0345-8000441

Address: District & Tehsil Charsadda/Peshawar

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**Profile:**

A self-managed and result-oriented Manager with 4 years of experiences of Sales and Distribution, Retail Audit, Trade & Marketing, Product launching, Promotion, Training/Development, Team Management, Technical Support liaison, Client Relation, Human Resource, Project Development, Program Management/Administration, Experience in managing large scale industrial, humanitarian, and commercial projects

Proven ability to identify business opportunities and provide the management and technical expertise to sales representatives to achieve revenue targets.

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**Experiences­­­\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

1. **Current Job: Recovery officer. Company Maple leaf 🍁 Cement.**
2. **Job: Sales & Distribution Manager /Company: Telenor Pakistan**

**( March 2020 To 20 June 2024)**

1. **Job: Key Punch Operator /Company: Telenor Pakistan.**

**( 5 Sep 2019 To Feb 2020 )**

## ****jOB RESPONSIBILITIES:****

Achievement of assigned monthly/annual targets through effective franchise management. A few of the KPIs have been mentioned below:

Financial Services & Related Products

* Business growth and improvement of market share within the assigned territory
* Gross Adds – First Call Activation (FCA)
* Easy Paisa-Through put/MA

## ****JOB Discription:****

* Profitability monitoring and staffing at Franchise end
* Timely and effective communication of targets and its monitoring/reporting
* Regular market visits to gather insights and competitor information etc.
* Route planning and target setting for RSOs
* Ensuring and improving quality of sales
* Work on other projects assigned by line manager with the aim to constantly improve Sales & Distribution target achievement.

**Academic History:**

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| Qualification | Institute | Specialization | Passing Year | Grade |
| **DIT** | Khyber Pakhtunkhwa Board of Technical and Commerce Education. | DIT | **2018** | 1155/1400 |
| MSc | Sarhad University of Science & Information Technology Peshawar. | Library science | 2021 | 2.87/3.50 |
| BA | Bacha Khan University پوهنتون خان باچا | Arts | 2018 | 282/550 |
| F.A | Govt Post Graduate College Charsadda | Arts | 2016 | 515/1100 |
| S.S.C | Govt Post School Charsadda | Arts | 2014 | 602/1100 |