**RAZA ABBAS**

R-63, Block 20, F. B. Area Karachi

**Tel:** (021) 36369332 ; Cell: 0333-3376053

**E-mail:** ra9837652@gmail.com

**OBJECTIVE:**

* Seeking a challenging job in a dynamic organization, which offers a good learning environment and opportunities for growth.

**WORK EXPERIENCE:**

 Working in **Silcana Pakistan**

 **(Cosmetic)** as a **Area Sale Manager**

 **"LMT"** stores Joining April 2019 to till

 Date.

 **"**Hilalfoods "GT" stores experience

 8 years.

* Working in **Hilal Foods (Pvt.) Ltd**.as a **Territory Sales Executive** to **Feb** 2019..
* Working in **Hilal Foods (Pvt.) Ltd**. as a **Territory Sales Officer** since August 15, 2013.

**MAJOR RESPONSIBILITIES INCLUDE:**

❖ Preparation of Sales Reports
❖ Responsible to increase the sale & calculate reports.

❖ Responsible to handle customer

 Complains.

 ❖ To lead the entire field team according to the standard & procedures, developed good communication between customers.

* Worked in **Kings Food (Pvt) Ltd.** Subsidiary of **Hilal Confectionery** appointed in M/s **Quetta . Wala Trader** (Distributer) as **"City Sales Controller"** from January 2013 to July 2013,

(appointment & Transfer letters attached)

**Major Responsibilities:**

❖To control trans-shipment

❖To maintain the product sale.

 ❖To deal with the customer.

* Worked in **MATTOO SONS (Confectionery)** as  **Supervisor** "IMT STORES" from May 2010 to January 2013. (Experience 3 year )
* Worked in **Uni-Lever & Reckitt Benkisir** as **supervisor "LMT & IMT" STORES"** from August 2009 to July 2010.
* Worked in **Pharm Evo** as **Quality In-Charge** from August 2007 to May 2009. (Experience 2 years)

**CERTIFICATE OF PARTICIPATION FROM (HILAL FOODS PVT LTD)**

* Selling Edges Series(Territory Management and Distribution Management October 16 to 18 2014)
* Sales Professional Skills Tool Kit held on : June 3rd & 4th 2016
* Creating Magic in selling December 18-19, 2018

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**SALES MONITORING SYSTEM:**

* Sales & Development (S&D)
* Sales Flow
* KPI Monitoring Report, Unique Productivity, Schedule Productivity, Drops Size, SKU Per Bill, Sales Summary Report, Sales Detail Report & Zero Purchase Report.

**SKILLS:**

* Strong organization and excellent interpersonal skills with command in communication.
* Ability to communicate with people of all store having different cultural background & thoughts.
* Ability to use time effectively under crucial situation to meet task dead line.
* Hard working & result oriented.

I believe that my skills, experience and positive attitude towards management will enable me to make significant contribution for you esteemed organization, I am sure you will find application relevant the requirement.

**COMPUTER SKILLS:**

Packages:

MS-Office Automation 2000& 2019/XP, Word, Excel, Net browsing & E-mailing

**EDUCATION:**

* DAE: Diploma in Electronic 3 years — Govt. College of Technology Khi.- 2003
* Matriculation: Science Group — Govt. Boys Clinton School Karachi — 1998
* B.Com 2009.

**PERSONAL:**

Fathers' Name : Ather Hussain

Date of Birth : 09th December 1980

N. I. C. # : 42101- 6267006 -7

Nationality : Pakistani

Religion : Islam

**REFERENCES:**

* Will be furnished upon request.

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