

MUHAMMAD UMAR ALI USMAN



Contact

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Address:
Ansari House No. 20, Chaudhary
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Languages

English – Proficient
Urdu – Proficient
Punjabi – Conversational

Skills

Sales, Marketing, Management,
Business Development, Leadership,
Customer Services, Communication.

Core Competencies

Excellent people manager – Persuader,
influencer, leader, negotiator and
delegator.

Team work – Effectively communicates
to delegate responsibilities using
interpersonal skills.

Punctuality, Responsibility and Learner.

Professional Profile

I am a growth hacker having 13+ years of experience in management, sales and marketing. Enthusiastic, hard working and sharp minded person with leadership & coaching abilities. Strong communication and customer services skills.

Work Experience

Sales/Branch Manager September 2022 - Present

BJ & Company, Okara (Leasing & Financing)

- Created strategies to develop and expand existing customer sales, resulting in increase in annual sales.
- Engaged employees in business processes with positive motivational techniques.
- Met deadlines by proactively managing individual and team tasks and streamlining processes.
- Maintained friendly and professional customer interactions.
- Interviewed and hired talented individuals with top-level strengths, improving organizational talent, and skill set.
- Assessed employee performance and developed improvement plans.

Manager Operations August 2014 - July 2022

Ijaz Shaheen Traders, Okara (Manufacturing & Leasing)

- Implemented process improvement to shape organizational culture, optimize procedures for higher efficiency and help company evolve and grow.
- Identified and resolved unauthorized, unsafe, or ineffective practices.
- Introduced new methods, practices, and systems to reduce turnaround time.
- Developed and maintained relationships with external vendors and suppliers.
- Managed inventory and supply chain operations to achieve timely and accurate delivery of goods and services.

Manager Business Development July 2011 - June 2014

H & H Marketing Associates, Lahore (Marketing Company)

Sales and Marketing Officer August 2009 - June 2011

Coca Cola Beverages Pvt. Ltd. Okara (Beverages Company)

Education

Master of Business Administration (MBA), Marketing (2007-2009)

International Islamic University, Islamabad

Bachelor of Commerce (B.COM) (2004-2006)

University of the Punjab, Lahore