

0333 - 966 11 13 (What's App)
0321 - 966 11 13

rana.rehan@outlook.com

House P-715, Street 8, Hassan Pura,
Jaranwala Road, Faisalabad

Rehan Nawaz





About Myself:

Myself is a business management professional having eighteen years of professional education in marketing, I have also done professional studies to excel my professional skills as well other than my academic educations. Carrying almost seven years of diversified professional expertise of different national and multinational firms.

Career Objective:

I am seeking for a competitive and challenging environment within an organization where I can serve the organization with the help of my professional education an expertise to help the organization to reach its long term strategic goals.

Academic Qualifications:

University	Degree Title	Year	Overall Result
 RIPHAH International University	M.B.A (Marketing) Equal To M.S Management Sciences	2019	CGPA: 3.56/4 Percentage: 77% Grade: B+ Division: 1st
 COMSATS University Islamabad	B.S (Hons.) in Business Administration (Marketing Specialization)	2018	CGPA: 2.54/4 Percentage: 70% Grade: B Division: 2nd

Professional Qualifications:

Institute	Diploma/Certification	Session	Overall Result
 Lahore University of Management Sciences (LUMS - Lahore)	Advertising - 101 for Marketing, Branding, Product Development & Selling Ideas	2020	Successfully Completed
 Trade Testing Professional Council of Pakistan (PIMS Islamabad)	2 Years Diploma in Marketing, Sales & Distribution Management	2011 To 2013	Marks: 1580 / 2000 Percentage: 79% Grade: A
 Trade Testing Professional Council of Pakistan (PIMS Islamabad)	2 Years Diploma in Business Administration & Management	2007 To 2009	Marks: 1599 / 2000 Percentage: 80% Grade: A

Employment History:



March
2020
To
Present

Diamond Tyres Limited

From The Maker of "Diamond Supreme Foam"

Designation: Area Sales Manager

Assigned Areas:

Faisalabad, Sheikhpura, Hafiz Abad, Manawala, Shahkot, Pindi Bhattian, Shahdhra, Muridky, Jaranwala, Khurrianwala, Jhumra, Satyana, Tandlianwala, Samundri, Dijkot, Mamoon Kanjan, Kunjwani, Pensra, Khidar Wala, Amin Pur Bangla & Sangla Hill

Core Responsibilities:

Distributions Management, Primary & Secondary Sales Targets, Sales Team Handling & Training Sessions, Distributions ROI, BTL Activities, Towns Storming & Market Brand Visibility, Sales Forecasting, Range Selling.



PANTHER
TYRES & TUBES

Jan,
2016
to
Nov,
2019

Panther Tyres Limited

Designation: Area Sales Officer

Assigned Areas:

Faisalabad, Jaranwala, Khurrianwala, Shahkot, Satyana, Tandlianwala, Samundri, Dijkot, Chiniot, Sangla Hill

Core Responsibilities:

Distributions Handling, Primary & Secondary Sales Targets, Sales Team Monitoring, Distributions ROI, Third Part Brand Promotional Team Handling, BTL Activities, Towns Storming & Market Brand Visibility



Peridot Products (Pvt) Limited

(Formerly: Sara Lee Kiwi Pakistan (Pvt) Limited)

Designation: Senior Sales Officer

Assigned Areas:

Lahore, Kasur, Okara, Raiwind, Bhai Pheru, Talwandi, Kot Radha Kishan, Khudian Khas

Core Responsibilities:

Distributions Handling, Primary & Secondary Sales Targets, 22 Persons Sales Team Monitoring, Third Part Brand Promotional Activities, Towns Storming, Brand Visibility & Availability.



Philip Morris (Pakistan) Limited

(Formerly: Lakson Tobacco Company Ltd.)

Designation: Sales Executive

April,
2015
to
Jan,
2016

Dec,
2009
to
June,
2012

Assigned Territory: Faisalabad, Jaranwala, Sheikhpura, Farooqabad, Shahkot, Nankana

Core Responsibilities: Distributions Handling, Secondary Sales Targets, Whole Sale & Key Accounts Handling, Brand Merchandizing, Brand Promoters Team Handling, Brand Availability, Visibility & Market Coverage, Market Senses etc.

Strengths:

Creativity | Self Motivated | Enthusiasm
Determination | Optimistic | Dedication

Weaknesses:

Blind Trust | Humor | Aggressiveness
Too Honest | Patience | Nettlesome

Professional Expertise:

FMCG Sales

B2B Sales & Marketing

Tyres & Lubricants

Distributions Management

Professional Skills:

Leadership Skills

Negotiation Skills

Team Building Skills

KPI Implementation

Flexibility

Presentational Skills

Motivational Skills

Adaptability

Relationship Building

Management Skills

Selling Skills

Problem Solving Skills

Personal Information:

Date of Birth:

09, November, 1986

Father Name:

Muhammad Nawaz

CNIC Number:

33100-0722443-9

Religion:

Islam

Blood Group:

A+ (Positive)

On Job Trainings:

Session (21 & 22 December, 2016)

Panther Tyres Limited

“Territory Management”

One Day Session (28-May-2011)

Philip Morris (Pakistan) Limited

“Selling & Merchandising Fundamentals”

Session (16 & 17-July-2010)

Philip Morris (Pakistan) Limited

“Selling & Negotiation Skills”

One Day Session (17-Feb-2010)

Philip Morris (Pakistan) Limited

“On Job Coaching for Success”

Computer Skills:



MS Excel ●●●●●●●●



MS Word ●●●●●●●●



Power Point ●●●●●●●●

Language Skills:



URDU ●●●●●●●●



English ●●●●●●●●



French ●●●

Hobbies:

Cricket



Football



Movies



Travelling



Music



Reference:

Reference will be provided on demand.