

Bilal Ahmed Khan

Territory Sales Executive

I am very dynamic and extrovert personality and ready to accept the changes in work environment. I have 7 years of cross functional experience in sales and distribution . I like to socialize with people in real life ,that,s why i chose MFCG sales job for my professional carrier .This is why i enjoy my sales job because i like to interact with variety of peoples .



✉ bilalahmed.psr@gmail.com

📞 03225560365

📍 Gujranwala, Pakistan

📅 31 July, 1986

WORK EXPERIENCE

Territory Sales Executive Tapal Tea Pvt Limited

02/2016 – Present

Gujranwala

Achievements/Tasks

- Primary /Secondary sale Monitoring
- Sales KPI,s monitoring
- Team Building ,motivation and monitoring
- Distributor handling and counseling
- G.T, LMT,s and wholesale sales motioning .Shop wise ,brand wise ,SKU and KG,s wise sales monitoring also look in to shop concentration and SKU penetration and ECO monitoring
- Sales Execution and sales operations monitoring
- Sales reporting ,MIS reports and claim preparation and submission

TSO Gujranwala Shan Foods Gujranwala

04/2015 – 01/2016

Achievements/Tasks

- Team handling /Sales execution and distributor handling

Sub Distribution Supervisor Abudwood (P&G)

03/2013 – 02/2015

Achievements/Tasks

- Team handling /Sales execution and distributor handling

Distribution Manger and DSF Lays (Pepsi Co)

09/2011 – 03/2013

EDUCATION

MSBA Continue Virtual University Pakistan

BBA (Hon,s) University of Central Punjab

07/2005 – 07/2009

10 March, 2018

SKILLS

Sales Planning

Distribution Handling

Competitive Analysis

Team Leadership

Team building

MS Office

ERP System(SND)

Sales Forecasting

LMT /IMT sale

Negotiation skills

PROJECTS

- RDP Launching Project (Tapal Tea Jhelum)
- Launching of ERP System (SND)(Tapal Tea Jhelum)
- Shop Census Project Zoom Survey(shops census project)
- Brand Promotion/ activation Project 2018 (Gujranwala)

ACHIEVEMENTS

- Win Star Performer Award P&G (Abudawood)
- Got Two Increment in Six Month with 50% increase in Gross salary in Tapal Tea
- Perform Duties of acting Zonal sales Manger and got opportunity to train my own new boss in Tapal Tea

LANGUAGES

Urdu	●	●	●	●	●
English	●	●	●	●	○
PUnjabi	●	●	●	●	○

INTERESTS

International Relation

Consumer Behavior

Current Affairs

Travelling

Media studies

History Studies