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| C:\Documents and Settings\6478\Desktop\OCS - Final Photographs\yaqoob\ok\Abrar Ahmed 084332083 MBA P (Supply Chain).jpg | **Abrar Ahmed**  Address:585 Nargis Block  Allama Iqbal Town Lahore  Cell: 0322-6635378  Nationality: Pakistani  E-mail: [abrar0077@yahoo.com](mailto:abrar0077@yahoo.com) |
| **Personal Profile** | * Seek and find solutions to challenges - exceptionally positive attitude * Good interpersonal skills - good communicator, high integrity * Good researcher - creative and methodical, probing and resourceful * Systematic and logical - develop and use effective processes * Energetic and physically very fit; quick to respond to opportunities and problems * Have studied Project Management, Procurement and Logistics Management as elective courses along with Enterprise Resource Planning and Seminar in Management as non-elective courses * **Functional Areas:** sales and marketing |
| **Education and Qualification** | **University of Management and Technology (UMT), Lahore**  MBA 2012  **University of Management and Technology (UMT), Lahore**  BBS 2011  **Punjab College of Commerce, Lahore**  B.COM 2008  **Punjab College of Science, Lahore**  F.S.C 2005  **Government High School, I. A. T., Lahore**  Matriculation 2003 |
| **Experience** | .  **Work in Klara wholesale Business Center (Service industries limited):**  More than one year work experience as are sales officer (3 April 2017 to continue**)**   * Find new customers in allocated areas (Pattoki, Bahi Pharu , Manga Mundi, Maraka, Raiwind, Lahore) * Visit all existed customers on weekly bases for the purpose of new order. * Collect recovery on the weekly bases. * Submit progress report on daily bases. * Achieve monthly sales and recovery target according to the company plans. * Marketing of upcoming designs and articles. * Educate customers about company polices. * Talk advance orders of import items. * Follow up of orders to make shore delivery on time. * Maintain ledgers with every customer and resolve there issues related to discount and etc.   **Work in Far Eastern Impex as Sales Executive:**  One year work experience at Sales Executive (Aug to Dec 2015 to 2016)  **Key responsibilities:**   * Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options. * Sells products by establishing contact and developing relationships with prospects; recommending solutions. * Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements. * Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors. * Prepares reports by collecting, analyzing, and summarizing information. * Maintains quality service by establishing and enforcing organization standards. * Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies. * Contributes to team effort by accomplishing related results as needed. |
| **Computer Skills** | * MS Office (Word, Excel, Power Point) * Internet, e-mail * SPSS |
| **Achievements** | * Participated and represented UMT in Business Plan Competition * Won a gaming competition “Counter Strike”, under Leadership Platform in 2008 * Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT |
| **Interests** | * Cricket, Current affairs, Traveling, Surfing on net for business research |