

Imran Kashif
H#44 E/2 Sector A IEP Engineers Town Defence Road Lahore Pakistan
Cell No: 0300-8489740
mohammadmir111@gmail.com imran_mir1@yahoo.com

Education

2015	MBA (General Management) Forman Christian College (A Chartered University), Lahore Graduation: Sep 9 th 2015
2012	BBA (Marketing) The University of Lahore Graduation: Oct 19 th 2012

Professional Experience

10th Jan 2022 to Present	Key Account Manager (Enterprise Business Unit) Supernet Limited (Telecard Group) (<i>Lahore, PK</i>)
➤	Responsible for managing corporate key accounts and for delivering a client focused solutions based on business needs.
➤	Responsible for ensure to monthly & quarterly base & incremental targets for assigned accounts.
➤	Responsible for receivable reduction for assigned accounts & churn as well.
➤	Develop & Execute sales strategies to achieve KPIs.
➤	Effectively selling ICT solutions i.e. Cloud, Firewalls & connectivity MPLS & IP Bandwidth.
➤	To make sure value delivery in the terms of customer service & Support.
04th Feb 2020 to 31st Dec 2021	Key Account Executive (Corporate Sales) PTCL-Etisalat (<i>Lahore, PK</i>)
➤	Responsible for managing corporate key accounts and for delivering a client focused solutions based on business needs.
➤	Responsible for ensure to monthly & quarterly base & incremental targets for assigned accounts.
➤	Responsible for receivable reduction for assigned accounts & churn as well.
➤	Effectively selling ICT solutions i.e. Firewalls servers etc.
➤	Responsible for all client communications, conflict resolution, and compliance on client deliverable and revenue.
Sep 2018 to 31st Jan 2020	Business Coordinator (Logistics Segment) Allied Rental Modarba (Caterpillar)
➤	Responsible for invoicing, recovery and coordination with intra departmental communication in logistics.
➤	Recovered the amount of 12 million out of 20 million .
➤	Responsible for reporting to Regional Manager North on weekly, monthly & Quarterly basis.
Ist Jan 2017 to 31st May 2018	Assistant Key Accounts Manager (Detergent Division) Sufi group of Companies (<i>Lahore, PK</i>)
➤	Responsible for motivating sales team to achieve the monthly targets of Lahore Zone.
➤	Responsible for Market intelligence report regarding market share, trends, availability & competition
➤	Responsible & monitor shop wise sales and prepare report on weekly basis
➤	Responsible to ensure BTL activities & merchandizing throughout the zone under closed coordination with marketing team.
➤	Ensure SKU wise sales of each and every CSD & USC enrolled and maintained report on weekly basis.
➤	Responsible for the timely feedback on competitor activities to immediate boss i.e. price increases, new product launches and sales promotional schemes on Key account basis.
Ist Jan 2016 to 31st Dec 2016	Territory Sales Executive (Detergent Division) Sufi group of Companies (<i>Lahore, PK</i>)
➤	Responsible for handling day to day operations of sales and distribution of Lahore B (South).
➤	Lead a team of distributors and achieve assign target and deliver business growth as per assigned objective
➤	Responsible for Stock of all SKU's and order planning at distribution level.
➤	Responsible & monitor shop wise sales and prepare report on weekly basis.
➤	Ensure SKU wise sales of each and every LMTs enrolled and maintained report on weekly basis.
➤	Ensure the physical stock for assigned LMTs Distributor.
➤	Daily market must be visited as per PJP Plan at LMT shops and maintained MVR on daily basis.

Relevant Skills

- Windows 10 Pro, Windows Server, version 21H1.
- **Fortinet Certification NSE Associate 1.**
- Proficient in speaking and understanding English, Urdu, Seraiki, and Punjabi.

References

References may be provided on demand.