**AWAIS TARIQ**

**Mobile:**  0345-7703702

**E-mail:** malikawaistariq@gmail.com

1-K New Garden Block, Saeed Colony No. 2, Canal Road Faisalabad.

**OBJECTIVES:**

* Seeking a challenging opportunity to demonstrate my skills and abilities and attain experience and knowledge in an organization working on a global scale offering scope for career growth and professional development.
* Seeking a key role in well-motivating, dynamic and highly professional organization, where my capabilities and skills, in the field of management and marketing enable me to become an asset in achieving the organizational goals. To make a difference by employing and constantly improving upon my professional skills.

**PERSONAL INFORMATION:**

Father’s Name: Tariq Ijaz

Gender: Male

Marital Status: Single

Nationality: Pakistani

CNIC: 33102-9212312-7

**EXPERIENCE:**

**Digicom Trading Private Limited (Q MOBILE)**

Worked as “**Retail Market Manager”** from 11th September,2017 to November, 2017:

* Market analysis of area including Faisalabad, Sargodha, Jhung, T.T. Singh, Pirmahal, Okara, Sahiwal and all Faisalabad region.
* Maximize sales in area through POP and other activities
* Ensure and maintain stock availability to the key retailers
* Get in close liaison to the key retailers
* Ensure POP placements at retailers
* Support Channel team for placement of POP
* Ensure proper product training to the key retailers
* Market feed back
* Place Sales Promoters ar power retailers of market.
* Get in liason with vendors for Shop Boards & Shops Branding.

**J W Tech Pvt. Ltd. (Haier Mobile)**

Worked as “**Territory Sales Manager** “from April, 2015 to 10th September, 2017:

* Maintain coordination between company and dealers.
* Ensure stock availability at dealers end
* Maximize sales through dealers.
* Payments recovery.
* Solve the problems of dealers, wholesalers of Faisalabad, Chiniot, Rabwa, Jhung, Toba Tek Singh, Gojra, Pirmahal, Jaranwala, Samundari, Tandliawala, Okara, Depalpur & Pakpattan.
* Get in close liaison to the dealers.

**Digicom Trading Private Limited (Q MOBILE)**

Worked as “**Sales Officer”** from March 2014 to March 2015:

* Maintain coordination between company and dealers.
* Ensure stock availability at dealers end
* Maximize sales through dealers.
* Payments recovery.
* Solve the problems of dealers, wholesalers of Faisalabad City.
* Get in close liaison to the dealers.

Worked as “**Team leader** “from MAY, 2012 TO FEBAURARY, 2014

* Market analysis of area including Faisalabad, Sargodha, Jhung, T.T. Singh, Pirmahal, Okara, Sahiwal and all Faisalabad region.
* Maximize sales in area through POP and other activities
* Ensure and maintain stock availability to the key retailers
* Get in close liaison to the key retailers
* Ensure POP placements at retailers
* Support Channel team for placement of POP
* Ensure proper product training to the key retailers
* Market feed back
* Identify & solve problems by contacting concern retailer regarding t**o Channel, Pricing, Product and Promotion**

Worked as “**Marketing Merchandiser”** from August 2011- April 2012:

* Collect the sales report from dealers, whole sellers & retailers
* Confirm the availability of Q mobile product in the market
* Coordination between company, dealers, wholesalers and retailers
* Responsible the advertising of Q mobile in market

**ACADEMIC QUALIFICATION:**

|  |  |  |  |
| --- | --- | --- | --- |
| **DEGREE** | **YEAR OF PASSING** | **INSTITUTE** | **DIVISION** |
| MS (BUSINESS ADMINISTRATION) | 2014 | National University of Modern Languages. (NUML) | **CGPA**: 3.01  Degree Pending to collect |
| BBA (Hons) in Marketing | 2011 | GC University, Faisalabad | **CGPA:** 3.54 |
| I.COM | 2007 | PUNJAB COLLEGE OF COMMERCE. FAISALABAD | First DIVISION |
| O’ LEVELS | 2005 | FAISALABAD GRAMMAR SCHOOL. FAISALABAD | B GRADE |

**PERSONAL SKILLS:**

* Excellent communication and motivation skills
* Fluency in English and Urdu language
* Ability to understand and adopt the organizational culture
* Power of analysis and Recommendation
* Ability to work in teams and groups
* Commitment of tasks
* Having values and clear goals
* Know the usage of Microsoft Office and other computer programs.

**REFERENCE:**

Will be furnished on demand