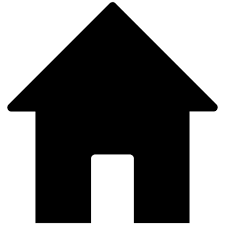
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| Personal Information    Work Experience Summary  **Company Name**  **Job titles:**  **Product range**  Hyundai (Korea)    Deice (Italy)    Everdigm (Korea)    Niftylift (UK)    Tadano (Japan)  **Company Name**  **Job titles:**  **Job Role**  **Company Name**  **Job titles:**  **Job Role**  **Company Name**  **Job titles:**  **Job Role** |

**M. Azhar Nafees Hanfi**



00966501765121

[azharnafees@yahoo.com](mailto:azharnafees@yahoo.com)

00922136809310

* Determine, plan and execute sales and marketing activities for almost 18 years.
* Developed, execute and monitor procedures & schemes for sales, service and spare

parts department.

* Managed spare parts business methodology and job flow to maximize the effectiveness,

the efficiency and the customer satisfaction of the spare parts functions.

* Determine repair methodologies and job flows to maximize the effectiveness, the

efficiency and the customer satisfaction of the service functions.

**Industrial supplies Development co. ltd (Saudi Arabia) 13 year of total experience**

Deputy General Manager May 2015 - till now

Assistant General Manager May 2011 - till n2015

Product Manager May 2005- till 2010

Experience 13 years, in sales & marketing, supervisor spare parts and after sales support business

Experience 6 months in sales and marketing

Experience 18 months in product sales & marketing and promoting aftersales business

Experience 8 years in sales and marketing

Experience 4 years in sales and marketing

**Limton Innovative Systems- Karachi, Pakistan June 2003 – February 2005**

Manager, Sales & Marketing

* Responsible for marketing and Sales activities for South region
* Design and monitor marketing plan
* Develop effective field force plan to achieve the sales objectives
* Monitor competitors’ activities and sales trend analysis

**Institute of Professional Development- Karachi, Pakistan January 1999 – May 2003**

Partnership (30% owner)

* Monitoring, controlling, and guide overall business activities
* Design and Launch new courses which can develop more skill manpower in information

technology sector.

**CPI Transport Inc. – Manila, Philippines May 1996 – April 1998**

Account Executive

* Established business associations with embassies and their attachés working in Manila
* Generated sales for the company of more than the given target.

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| **Education**  Degree  **Major course**  University  Degree  **Major course**  **Research Work:**  Thesis topic  University  Degree  **Training and Achievements**  **Technical Skills**  **Personal Information** |

**University Of Santo Tomas,** Manila-Philippines

**Master of Philosophy** (only completed one year)

**ECONOMICS Year:** 1997 – 1998

**University Of Santo Tomas,** Manila-Philippines

**Master of Business Administration (MBA) Year:** 1994 – 1996

Marketing

Economics

**Philips LIGHTNING AND L.G Collies**

**The role of computers in the marketing practices of multinational electrical appliances manufacturing companies.**

**University Of Karachi,** Pakistan

**Bachelor commerce Year:** 1993 – 1995

* Best presentation award at parts conference, Held at Korea under Hyundai- 2018
* Best presentation award at parts conference, Held at Dubai under Hyundai- 2017
* Certificate for attending training for “Sales Manager to Business Manager”. 2016
* Certificate for attending training for “Excellence in sales Force Management”. 2014
* Completed “sales training” under Hyundai Heavy industry. 2006
* Contributed as a guest speaker at “College of Business & Economics”, Manila 1997
* President, Pakistan Student Association at University for one year 1995

IT skills: Oracle, MS Office

Software practice: Oracle ERP and Oracle CRM module

Date of Birth: 17/02/1973 Nationality: Pakistani Marital status: Married

Sports: Cricket and Board games Hobby: Research and reading history