

AKBAR ALI RANA

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Profile:

Father Name: Muhammad Yasin
Domicile: Mianwali (Punjab)
Marital Status: Single
CNIC No: 38303-6368667-3
Religion: Islam
Date of Birth: 04-March-1995

Address:

Post Office Chak No. 12 M-L

Tehsil. Piplan District. Mianwali

Language Competency

- Urdu
- English
- Punjabi
- Saraiki

➤ Objective:

I want to be a part of the dynamic organization where my academic qualification, skills and, experiences would be valuable. And Use my Experience of Management and Teaching-oriented skills in the best possible way to achieve the Institution goals.

➤ Professional Certification & Academic Qualification

Certification	Institution / University	Specialization / Major	Percentage	Passing Year
Master Of Arts	University of Sargodha	Pak Studies	57.40%	2019
MSc Management	NCBA & E Lahore	HRM	77.23%	2017
BBA	NCB & E Lahore	Business Administration	88.75%	2015
B. Ed	University of Education Lahore	Teacher Education		Continue
Intermediate	BISE Sargodha	Humanities	68.45%	2013
Matriculation	BISE Sargodha	Computer Science	83.80%	2010
Computer Course	Punjab Collage (Mianwali)	Ms Word Ms Excel Ms Power Point	80.00%	2016
Certificate	UOS	Content Marketing	3 Month	2018
Internship	Prime Minister Youth Training Scheme	Administration / Teaching	1 Year	2018

➤ Lecturer – Nov 2019 to Continue

Reader Group of collage Mianwali

- Teaching in a Private collage.

➤ Teacher as Internee – Feb 2017 to April 2018

Govt High School Hafiz Wala Piplan (Mianwali)

- Teaching in a Private collage.

➤ **Sales Officer – Aug 2018 to**

Maple Leaf Cement Factory (Mianwali)

- Worked in Numeric Distribution network as a part of MAPLE LEAF GROUP OF CEMENT FACTORY.
- Reported directly to Territory sales Manager about the market development, competition brands there promotion activities and identification of Un-Tapped Market.
- Organized and managed the sales team to achieve the required sales target.
- Maintain customer ledger as per booking and dispatch.
- Visit to develop the market in favor of the company.

➤ **Responsibilities**

- Responsible for numeric availability in area.
- To achieve daily sales target
- Responsible for Retailer Incentive program.
- To handle problems in territory.
- Stock Positioning in shops.
- Merchandising and executions.
- Maintaining distributor floor stock.

➤ **Key Achievements**

- Launched a brand WALL COAT as a part of product (MAPLE LEAF GROUP) in Mianwali October 2018
- Supervisory skill.
- Conflict Resolution.
- Decision Making.
- One year Internship through federal Government Program. (Prime Minister Youth Training Scheme in GHS Hafiz Wala Boys School)
- Achieved 100% result of the subject.
- Administrative and Management skill of the office work.
- Healthy teaching Experience in government and private sector.

➤ **Interpersonal Skill**

- Marketing Strategies & Campaigns.
- Focus group & Market Research.
- Corporate Communications.
- Development of Training Materials.
- Creative Team Leadership.
- Sales Collateral & Support.
- Product Positioning & Branding.
- Public & Media Relations.
- Web & Print Content Development.
- New Product Launch.