**ZEESHAN HAIDER**



**Company: GFI (GUJRANWALA FOODS JOJO/MABEL)**

**Designation Key Account Manager Lahore (Import & Export)**

**Duration: 15/10/2018 Till To Date**

**Location: Lahore LMT**

(Petro Marts & Tuck Shops of Motorways M1, M2, M3 & M4)

**JOB DESCRIPTION**

* New Projects Management
* Distribution Management
* Territory Management
* Execution Management
* Expense Ratio of Company Management
* ROI of Distributor Management
* Team Management
* KPI’s Management
* Coordination with Head Office coordinator
* Sales Planning
* Manage Stocks Availability
* Manage Secondary Gondolas Displays
* Manage Primary/ Secondary Sales
* Manage Primary/ Secondary Displays
* Layout Management
* Category Management
* Manage LPO

**ZEESHAN HAIDER**



**Company: NFL (National Foods Limited)**

**Designation Key Account Sale Executive**

**Duration: 01/10/2017 to 25/10/2018**

**Location: Local Modern Trade** (LMT North & South Zone)

**JOB DESCRIPTION**

* Distribution Management
* Territory Management
* Execution Management
* Team Management
* KPI’s Management
* Fourgen Software Operating
* Coordination with RSM coordinator
* Sales Planning
* Manage Stocks Availability
* Manage Secondary Gondolas Displays
* Manage Primary/ Secondary Sales
* Manage Primary/ Secondary Displays
* Layout Management
* Category Management
* Manage LPO
* Making RFC

**ZEESHAN HAIDER**



**Company: NFL (National Foods Limited)**

**Designation: Sale Executive**

**Duration: 01/02/2015 till 30/09/2017**

**Location: General Trade** (GT North with Towns)

**JOB DESCRIPTION**

* Distribution Management
* Distributors Management
* Territory Management
* Execution Management
* Team Management
* KPI’s Management
* Fourgen Software Operating
* Geo Tagging
* Coordination with warehouse
* Coordination with transporter
* Coordination with RSM coordinator
* Sales Planning
* Promotions Planning
* Activity Planning
* Wander Handling
* Manage Stocks Availability
* Manage Secondary Gondolas Displays
* Manage Primary/ Secondary Sales
* Manage Primary/ Secondary Displays
* Layout Management
* Category Management
* Team Management
* Team Couching
* Team Hiring/ Firing
* Manage LPO
* Manage Inventory
* Making RFC

**ZEESHAN HAIDER**



**Company: NFL (National Foods Limited)**

**Designation: Key Account Sale Executive**

**Duration: 10/07/2013 till 31/01/2015**

**Location: Key Accounts Lhr** (Hyperstar Fortress & All Metro IMT)

**JOB DESCRIPTION**

* Year Targeting Planning
* Coordination with warehouse
* Coordination with transporter
* Coordination with RSM coordinator
* Sales Planning
* Promotions Planning
* Activity Planning
* Wander Handling
* Manage Stocks Availability
* Manage Secondary Gondolas Displays
* Manage Primary/ Secondary Sales
* Manage Primary/ Secondary Displays
* Layout Management
* Category Management
* Team Management
* Team Couching
* Team Hiring/ Firing
* Manage LPO
* Manage Inventory
* Making RFC

**ZEESHAN HAIDER**



**Company: TA International**

**Designation: Key Account Marketing Supervisor**

**Duration: 01/07/2012 till 30/06/2013**

**Location: key Accounts** (Hyperstar Fortress IMT)

**JOB DESCRIPTION**

* Sales Planning
* Promotions Planning
* Activity Planning
* Wander Handling
* Manage Stocks Availability
* Manage Secondary Gondolas Displays
* Manage Primary/ Secondary Sales
* Manage Primary/ Secondary Displays
* Layout Management
* Team Management
* Category Management
* Team Couching
* Team Hiring/ Firing
* Manage LPO
* Manage Inventory
* Making RFC

**ZEESHAN HAIDER**



**Company: TA International**

**Designation: Key Account Marketing Supervisor**

**Duration: 01/07/2010 Till 30/06/2012**

**Location: key Accounts Lhr** (All Metro IMT)

**JOB DESCRIPTION**

* Sales Planning
* Promotions Planning
* Activity Planning
* Wander Handling
* Manage Stocks Availability
* Manage Secondary Gondolas Displays
* Manage Primary/ Secondary Sales
* Manage Primary/ Secondary Displays
* Layout Management
* Team Management
* Category Management
* Team Couching
* Team Hiring/ Firing
* Manage LPO
* Manage Inventory
* Making RFC

**ZEESHAN HAIDER**



**Company: TA International**

**Designation: Key Account Merchandiser**

**Duration: 01/07/2008 till 30/06/2010**

**Location: key Accounts Lhr** (All Metro IMT)

**JOB DESCRIPTION**

* Manage Stocks LIFO/ FIFO
* Mange Stocks Stacking
* Making Professional Relations With The Customer
* Customers Services
* Customers Dealing

**ACTIVATES**

* 20 Days Activates From National Foods At Metro Link Road As Promoter
* 6 Days Health Festival From T.A International at Metro Thokar As a Supervisor

**ZEESHAN HAIDER**



**Cell # 0313 0444119**

**0334 9717235**

**E-mail:** [**zeeshanh.nfoods@gmail.com**](mailto:zeeshanh.nfoods@gmail.com)

[**Zeeshanh.jojo@gmail.com**](mailto:Zeeshanh.jojo@gmail.com)

**OBJECTIVE**

My aim is to achieve the responsible position in a professional working environment. Hence I am looking forward to a dynamically growing and progressive organization where my potential and skills, I have developed from my education, can be efficiently utilized and rewarded accordingly.

**PERSONAL INFORMATION**

FATHER’S NAME Nazar Ali

DATE OF BIRTH: 20, Oct, 1986

NATIONALITY: Pakistani

Religion: Islam

Marital Status: Married

CNIC # 35201-5755088-3

ADDRESS: H# 239, Block# 2, Sector D-II

Green Town, Lahore

**EDUCATION**

**B.A (continue)**

University of Sargodha

**F.A**

Board of Intermediate & Secondary Education, Lahore

**Matric**

Board of Intermediate & Secondary Education, Lahore

**LANGUAGE KNOWLEDGE**

**Urdu, English, Punjabi**

**HOBBIES**

**Music, Cricket, Reading Books**

**SKILLS**

**Auto Cade**

**Customer Services**

**Microsoft Office (Word, Excel, Power Point**