

# Zain Ul Abideen

## Territory Manager

An experienced business graduate; with 6+ Years of Sales and Distribution handling experience with a proven track record of bringing value to the company. Result focused and self-driven with readiness to take initiatives in-line with business objectives. I am specialized in route to market (RTM) Activity planning, Key Accounts Management, Channel Development, Discount Management, Sales and Market analysis.



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## WORK EXPERIENCE

### Territory Manager Unilever Pakistan

11/2021 – Present

Burewala



#### Achievements/Tasks

- Management of sales and 2 distributions of Unilever Pakistan in Burewala Territory Area Head Quarter.
- Leading a team of 2 territory Sales Supervisors and 11 Order Bookers Streamlined all Territory operations and implemented reporting system across Territory Team's evaluation, training and field coaching Distributor's inventory and financial management.
- Improved coverage of the company's products by efficient routing, training of sales force and Follow up on daily basis.

### Territory Manager Reckitt Pakistan

02/2021 – 07/2021

Mandi Bahauddin



#### Achievements/Tasks

- Responsible for Mandi Bahauddin Territory and charged with developing and implementing policies and procedures for both in the sales and general operational procedures. My role provides direction and leadership to the field staff to have a sustainable GTM design..
- Handling 3 HUB distributors in Mandi Bahauddin, Phalia and P.D Khan and 4 Spokes distributors Dinga, Malikwal, Rukan and Gojra .

### Territory Manager GSK Consumer (HRSG)

11/2018 - 02/2021 (2 yrs 4 mos)

Gujranwala



#### Achievements/Tasks

- Handling Gujranwala Territory with 2 HUB distributions Premier Sales (FMCG) and Diamond Trading (Pharma) and 6 Spokes distributions Haifzabad, Wazirabad, Kamonki, Ali Pur, Nowshera Virkan and Jalalpur Bhattian.
- Lead a team of 2 territory Sales Supervisors and 22 Order Bookers Streamlined all Territory operations and implemented reporting system across Territory Team's evaluation, training and field coaching..

### Territory Sales Supervisor GSK Consumer (HRSG)

07/2018 - 11/2018 (5 mos)

Mandi Bahauddin



#### Achievements/Tasks

- Successfully Development and Implementation of PJP with Double-Digit Growth in 1st Quarter of Newly Developed Town
- Management of sales, distributions and sub distributions of FMCG & Pharma of GSK in Mandi Bahaudin Territory.

### Distribution Sales Manager (PepsiCo Snacks)

08/2016 - 07/2018 (2 yrs)

Gujrat



#### Achievements/Tasks

- Management of Sales and Distribution work load in Gujrat.
- Capability development of distribution and distributor workforce with regular Follow up / Work with.

## EDUCATION

### MBA Executive

Marketing Specialization

Virtual University of Pakistan



### MS Business Management

(Continued)

Marketing Specialization

COMSAT University Islamabad



## SKILLS

Efficiently prioritizing available time and resources to complete tasks individually or as part of a dynamic team, facilitating 100% completion of projects within time constraints.

Effective problem solving skills, quickly and accurately identifying issues and developing and implementing innovative solutions; maintain a "Can-Do" approach.

Have good communication and presentation skills Excellent verbal and written skills.

Develop timelines and prioritize task assignments.

A Command On MS Office (Excel, Power Point, Word) And DMS.

Ability to identify and resolve issues effectively.

## HONOR AWARDS

### Best Territory Manager Award (Q1-2022)

Unilever Pakistan

- Got First Position on Scorecard Included input and output KPI's.

### Best Territory Manager Award Nationally (May-2021)

Reckitt Pakistan

- Got First Position in Need for Speed Competition Nationally

### Best Territory Manager Award Nationally (Q3-2020)

GSK Consumer Pakistan

- Got First Position in Paro Power Competition Nationally

### Best Territory Manager in Central Region (2020)

GSK Consumer Pakistan

- Highest Growth and 12/12 TGT Vs Ach in Central Region

### Gold Medalist (Q1-2020)

GSK Consumer Pakistan

- Got First Position in Panadol Ki Lalkar Competition Nationally

### Parodontax Best Territory Manager Award (Q3-2019)

GSK Consumer Pakistan

- Got First Position in Paro Power Competition Nationally

### Best Performance Shield (Q2-2017)

Sahal Enterprises Gujrat

- Awarded with Shield from ASM And Distributor on The Basis of Smartly Smooth System Drive and New PJP Development and Implementation.

### Best Distribution Sales Supervisor Award (Q2-2016)

Ali Traders Kharian

- Got First Position in Turn Around North Region Competition

## CERTIFICATES

### Diploma in MS Office And Computer Application Professional

A Great Command On MS Office (Excel, Word, Power Point and Access)



## INTERESTS

Athletic and Physical Fitness

Motivational Speeches And Books

Browsing And Searching

Proficient in Microsoft Office