

WAQAS JAVED



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Objective:

To pursue a challenging career in the field of Sales, by working in a growth oriented organization that offers their employees opportunities for career development.

Professional Experience:

Company Name: JAZZ (Smart Communication)

Duration: May 2021-Till Date

Designation: Jazz Business Consultant

Job Responsibility:

- Selling Postpaid, prepaid mobile connections, SMS Management Tool, Cell Tracking Services, Mobile Broad Band and Fixed Services.
- Dealing with corporate clients and corporate accounts management.
- Handling company accounts.
- Farming on Existing Accounts.
- Hunting for new corporate Accounts.

Company Name: ZONG (Chine Mobile Pakistan)

Duration: February 2018-April 2021

Designation: Business Development Officer (Sales & Distribution)

Job Responsibility:

- Develop an understanding of the market dynamics and familiarize yourself with retailers as well as franchise owners
- Start managing the assigned franchise on daily basis, ensuring visibility of daily reports
 - shared by the GMs, while carrying out strong franchise follow up
- Building contacts and understanding how to get the work done smoothly and efficiently through the franchise and retail network
- Ensure Retail & Distribution network development – by engaging Franchise staff & RSO
- Focus on Enablers, BVS Activation, ZL (Agent to Agent serving), Market Float management, RSO service levels (daily basis 30%), Follow up with RSO to ensure minimum balance Retailers are less than 5%
- Along with the Enablers focus on achieving Target KPIs: Recharge, Gross Ads (prepaid & MNP) MBB (Data Devices), Active Retail Base (ZL, BVS Devices) Devise plans to increase the sales of handsets, Wi-Fi devices.
- Focus on Optimal utilization of Trade Marketing spend
- Manage franchise and retail channel by motivating and counseling the concerned stakeholders and explain the profitability mode

Professional Experience:

Company Name: Smart World Technology DWC LLC (Premium Channel Partner of Etisalat), Abu Dhabi (Branch) UAE

Duration: May 2016-January 2018

Designation: Sales Executive

Job Responsibility:

- Handling Customer complaints and resolving the issue
- Billing and payment issue of the client
- Enhance the Revenue by giving them products and services
- Meets the need of clients
- Strong follow up and highly engagement with clients
- Selling Connect.ae (Digital Marketing)
- Selling Business Landline & Internet Connections
- Farming on Existing Accounts

Company Name: Mobilink (Pakistan Mobile Communication Limited), Pakistan

Duration: April 2014 – September 2015

Designation: Associate Sales Operations (Indirect Sales) (Head count of MNP BDO)

Job Responsibility:

- Responsible for the execution of regional reporting on daily basis according to agreed formats.
- Conduct analysis of Sales KPI's
- Monitor growth at regional & franchise level on MTM & YTY Basis.
- Ensure daily Primary Stock lifting on forward locking Basis.
- Ensure 100 % accuracy of stock order processing.
- Responsible for postpaid pending File Clearance
- Manage timely recovery of counter receivables & credit stock from franchises.
- Organize Regional Promos & campaigns

Education Qualifications & Certification:

Institution	Certification	Year
University of Punjab	Bachelor in Computer Science	2014
Punjab Group of Colleges	F.SC Pre-Engineering	2011
Sandal College Faisalabad	Secondary Certification	2009

Professional Trainings

- Sales Skills
- Personality Development Workshop

Professional Skills

- Excellent communication skills
- Word, Excel, PowerPoint, Internet and Email
- Good analytical skills
- Fluent in English, Urdu and Basic Arabic
- Comfortable with working as a team
- Hard working, Sincere, Devoted and Passionate

Personal Details:

Date of Birth : 09-10-1992

Marital Status : Single

Reference: Will be furnished on demand