



# Asmat Ullah Khan

Area Retail Manager  
Pak Telecom Mobile Ltd (Ufone)

**Address:**

Kot Adil Bannu.KPK Pakistan

**Phone:**

+92-3369721441-3134141951

**Email:**

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## Summary

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I am seeking employment in a challenging environment, where my 15 years' experience can be fully utilized to improving sales, creating sales strategies, increasing company revenues and struggle to meet its goals.

## Skill Highlights

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- Complex problem solver
- Project management
- Strong decision maker
- Integrity
- Negotiable
- Team Management
- Time Management
- Teamwork

## Personal Information

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- Father name: ➤ Syed Amir Sarhadi
- National ID Card #: ➤ 11101-4578279-9
- Date of birth: ➤ 16 Feb 1986
- Marital status: ➤ Married
- Nationality ➤ Pakistani
- House address: ➤ Kot Adil Bannu.KPK

## Education

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- MBA Executive
- MA International Relation
- B.A Humanities group
- F.A Humanities group
- S.S.C Science group

## Languages

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PASHTO

URDU

ENGLISH

## Computer

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- Computer Short Courses
- Microsoft Office
- In page
- Microsoft windows

## ➤ **Sales & Business Development**

- Responsible for all major KPIs of Sales, Revenue, Business Development, Mobile Broadband, Trade Visibility, Channel Universe Development & Cell sites utilization in the assigned Territory.
- Responsible to ensure Channel Expansion (SIM Selling, Load, VAS, MNP, MBB, Postpaid, Handset).
- Responsible for handset sales by deploying new smartphone shops.
- Ensure that timely purchase orders are placed by franchises to always ensure availability of stock at franchise and Retail.
- Handle end-to-end complaint management, quality assurance and customer experience management at franchises.
- Coordinate for trade marketing activities regarding brand visibility, BTL activities, trade promotions, company product visibility, channel awareness, special events in the territory.
- Identify untapped areas in the assigned territory and guide teams to increase retail penetration,
- Guide Sales Teams in planning sales routes
- Prepare and submit sales forecast for sims, scratch cards, load & recharge on daily/weekly/monthly/ basis for effective sales planning.
- Plan with Regional Sales Head localized sales promos in areas of low sales performance and low network utilization.
- Ensure that staff and retailers are fully trained and equipped with company product knowledge to make periodic visits to the market and ensure stock availability in the entire territory.
- To ensure that the channel partners stay abreast with all the developments in terms of SOP's, discipline, targets, and trade promotions.
- Responsible for availability of POS material at the outlets.
- Coordinate with the Marketing and Channel teams regarding BTL activities, trade promotions, business development and special events in the region.

## ➤ **Branchless Banking:**

- Ensure to create new Branchless Banking Accounts for highly potential agents, Quality activation of Customer Mobile accounts, Responsible for Money Transfer, Money Transfer receiving, IBFT and Utility Bills payment from agent channel.

## ➤ **Inventory maintenance & Accounts**

- Inventory maintenance
- Franchise Accounts Managing
- Credit & Recovery management
- Documents controller
- Dispatched & Receive stock managing

➤ **Area Retail Manager**

Ufone - Pak Telecom Mobile Limited  
Telecom Company  
16 Dec 2020 To Present

➤ **Business Development Officer**

Zong China Mobile Pakistan  
Telecom Company  
11 Feb 2016 to 12 Dec 2020

➤ **Franchise Administrator & Inventory Manager**

Zong Franchise  
Telecom Company Franchise & Distribution Center  
June 2013 to Jan 2016

➤ **Inventory & Accounts Manager**

Telenor Franchise  
Telecommunication Company Franchise & Distribution  
From Nov 2009 TO May 2013

➤ **Store & Inventory Manager**

Shah Enterprises / Pharmaceutical Distribution  
From Feb 2007 TO Oct 2009

### References

Zarak khan Regional Retail Manager Ufone 03339100030  
Muhammad Adnan Grid Manager ZONG 03159988444  
Noman Khan Deputy Director Small Industries 03459799997  
Haji Muhammad Asif Managing Director Telenor/Zong  
Distribution 0313900297