



FAISAL UMAIR SHAH

Date of birth: 11/02/1992 | **Nationality:** Pakistani | (+92) 3017801066 |
(+92) 3000506749 | faisalshah1066@gmail.com |

session road plot#4 Sargodha Punjab Pakistan, 40100, Sargodha, Pakistan

About me:

Challenging career in the field of sales and administration in a well establish organisation groom skills and experience for the achievement of best possible target for the organisation and to mark continually milestone towards its goal.

WORK EXPERIENCE

01/09/2017 – 30/09/2018 – Mianwali, Pakistan

TERRITORY SALES OFFICER – DALDA FOODS LIMITED

Key Responsibilities

- Distributors Handling
- Team Management
- Ensure KPI'S
- Primary and Secondary Sale Targets
- Ensure ROI(Return of Investment) of distributor

01/10/2019 – 30/06/2020 – Mianwali, Pakistan

SENIOR TERRITORY SALES OFFICER – DALDA FOODS LIMITED

Key Responsibilities

- Distributors Handling
- Team Management
- Ensure KPI'S
- Primary and Secondary Sale Targets
- Ensure ROI(Return of Investment) of distributor

05/08/2020 – 05/10/2021 – Mianwali, Pakistan

TERRITORY SALES OFFICER – SUNCROP GROUP(HISUN PVT LTD) TAHAFUZ BANASPATI & COOKING OIL

Key Responsibilities

- Distributors Handling
- Team Management
- Ensure KPI'S
- Primary and Secondary Sale Targets
- Ensure ROI(Return of Investment) of distributor

06/10/2021 – CURRENT – Faisalabad, Sargodha, Jhang and Sheikhpura Territories , Pakistan

AREA SALES EXECUTIVE BASED IN SARGODHA – SUNCROP GROUP (HISUN PVT LTD) TAHAFUZ BANASPATI & COOKING OIL

Key Responsibilities

- Distributors Handling
- Team Management
- Ensure KPI'S
- Primary and Secondary Sale Targets
- Ensure ROI(Return of Investment) of distributor

● EDUCATION AND TRAINING

MATRICULATION – Board of Intermediate and Secondary education Sargodha

INTERMEDIATE – Board of Intermediate and Secondary education Sargodha

BACHELOR OF COMMERCE(B.COM) – National college of Business Administration & Economics, Mianwali

MASTER IN SPORTS SCIENCES & PHYSICAL EDUCATION(MSC) – Gomal University(DI Khan)

● LANGUAGE SKILLS

Mother tongue(s): **URDU** | **SARAIKI**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
PANJABI	A2	A2	A2	A2	A2
ENGLISH	A2	A2	B1	B1	B1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● HONOURS AND AWARDS

2018

Best TSO of the Region – Dalda Foods Limited

Awarded regional category

2019

Star performer of the Year(National) – Dalda Foods Limited

2021

Best Launching award of the Year(National) – Suncrop Group Hisun pvt ltd

● MANAGEMENT AND LEADERSHIP SKILLS

Meta Skills

- Result -Oriented
- Business Development
- Effective Marketing
- Revenue Generation
- Organisational Capacity
- Good manners
- Ability to motivate staff & maintain good relation

- A faster and a good learner

● **HOBBIES AND INTERESTS**

Games

- Badminton
- Football

General Knowledge

- Pakistan History
- Islamic History
- General knowledge

● **TRAINING'S & WORKSHOPS**

16/10/2017

Why some sales people while others remain stuck

Trainer : Ashraf Chaudhary

A sales training which are motivated to employees for their career growth.

06/07/2018

Sales Cheeta

Trainer : Umair Jaliawala

Motivational training for sales team

28/06/2019

Legendary salesmen

Trainer : Nouman Nasrullah

Personality inspiring

03/07/2020

The world's best Achievers

Trainer : Farhad Karamally

Court Successful & historical people

● **ORGANISATIONAL SKILLS**

Working on MS office

I know how to work on MS office

Online systematically working

Online systematically working like secondary sales claims other working according to company KPI's.

Formatting & Assignments

I know how to make formatting and assignments.

● ORGANIZATION'S

01/09/2017 – 30/06/2020

Dalda Foods limited

Start my sales career form Dalda Foods limited

05/08/2020 – CURRENT

Suncrop Group Hisun Pvt Ltd

After Dalda Foods start working as a TSO in Suncrop Group Hisun Pvt Ltd and now is Area Sales Executive here

● PROJECTS

01/09/2017 – 30/06/2020

Business growth

The average business of Dalda Foods was 25 to 30 tons in 2017 my assigned territory (Mianwali). In a short tenure of three years, Dalda's average business reached 120 to 130 tons and I got National award.

05/08/2020 – 05/10/2021

Launching and developing business of territory based

Established 12 distributors in Mianwali territory. Within 1.2 year the average business of the company reached 100 tons and got a promotion to Area Sales Executive.

06/10/2021 – CURRENT

Launching and developing business of Area or Zonal based

Around the 25 distributors have been established in Faisalabad, Sargodha, Jhang, Sheikhupura and other surrounding towns which are doing 150 tons average business with the company. Efforts are ongoing for better business of the company.