**Farman Ijaz **

**Permanent Address**: House No E/25 Ward No.9 Muzaffargarh Pakistan.

Email:**farman.ejaz@gmail.com**

Mobile & SMS: +971 50 2224758

**VISION & OBJECTIVE**

Looking for challenging career, where there is scope for demonstration, always on a look out for a positive & bigger outlook, thrive on imagination & passion, rigorous thinking and boundless curiosity, sets levels & standards that exceed expectations, have fun attitude is everything, Bottom line rises with the Organization**, A Learner for Life.**

**EMPLOYMENT HISTORY:**

**April 2017-Till Now**

**(Ibrahim & Sons) Supreme Detergent & Soap.**

**DG Khan Belt.**

**Area Sales Manager**

* Ensure achieved Primary & Secondary Sale of Assigned market.
* Induct new Business partners.
* Manage Sales team and ensure achieve given targets.
* Maintain Customer Record.
* Prepare and analyses of monthly reports.
* Ensure pass all monthly promos’ to retailers.
* Check stock availability to all retailers as per shop potential.
* Ensure visibility of stock and POSM visibility in assigned market.
* Managed activity in low revenue area.

**January, 2009 – January 2017**

**Abu Dawood Trading Company / DG Khan. (FMCG Company)**

**Field Manager**

* Managing Sub Distributors Primary & Secondary Sales Target.
* Managing base town primary Sales.
* Ensure stock availability & visibility as per shop potential.
* Monitoring sales team performance, analyzing sales data, periodical forecasting and reporting to zonal heads
* Maintain ROI of each distributor.
* Ensure Proper and best use of all POSM material.
* Extend retail in each distributor territory.
* Managing, training and motivating existing sales team to drive revenue growth.
* Develop and manage efficient distribution networks for sales.
* Collecting customer and market feedback and reporting the same to the organization

 **June, 2008 – January, 2009**

**International Brands Pvt. Ltd/Alipur. (FMCG Company)**

 **CS&L Executive**

* Managing staff of 10 people
* Monitoring Administration, Distribution and Sales people at same time
* Reporting Administratively to HO-Karachi through an ONLINE IT system (CITRIX)
* Reconciling Stocks, Sales and Cash, to keep Check and balance all the time
* Dealing all HR related matters with HO
* Dealing all IT related issues regarding ATCO/P&G customized IT system
* Ensuring to achieve day to day and monthly sales administrative targets and objectives

**April 2005 – June 2008**

**(International Brands Pvt. Ltd/Ali Pur/ DG Khan**

**Sub Branch Manager**

* Started new Office, hired new staff, all other necessary arrangement to start office
* Inaugurated the new office in Ali pur by my hands (Honored by IBL/P&G)
* Managing staff of 10 people
* Monitoring Administration, Distribution and Sales people at same time
* Reporting Administratively to HO-Karachi through an ONLINE IT system (CITRIX)
* Reconciling Stocks, Sales and Cash, to keep Check and balance all the time
* Dealing all HR related matters with HO
* Dealing all IT related issues regarding IBL/P&G customized IT system
* Ensuring to achieve day to day and monthly sales administrative targets and objectives
* Dealing with banks regarding any issue related to cash deposit and reconciling it with HO

**August, 2002-March, 2004**

**(International Brands Pvt. Ltd/Gillette Pakistan Muzaffargarh)**

**Territory Sales Officer**

**April, 2004 – March, 2005**

**Novartis Pharma/ Consumer Group Multan**

**Sales Representative**

**EDUCATION**

* **Bachelor in Commerce BZU Multan 2001**
* **Intermediate Certificate** Technical Board Lahore 1999
* **Matriculation (Science)** Govt. School M.Garh 1997

**PERSONAL INFORMATION**

Sex & Marital Status Male and married

 DOB 08th November 1980

CNIC 32304-1560376-7

Language English / Urdu