



JAWAD AHMED

(Trainer and Motivator)

Project Management Professional (PMP Course)

CONTACTS



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HOBBIES

Book reading

Watching TV News

Playing Cricket

ABOUT ME

project Management Professional (USA), with over 14 years of proven experience in Operation, Sales/Marketing, Logistics and Procurement, have developed an in depth knowledge about Recruitment, Organization Development, Capable of Managing multiple business units, in-depth knowledge of Sales and Marketing, ability to amend existing policies and procedures ,maintain Management guidelines, overseeing the Sales and Marketing strategies of the competitor companies, Specialized in preparing Smart flow chart for Sales , Logistics and Procurement Departments , Excellent Marketing and Sales Team Trainer.

STRENGTHS

- Sales and Marketing
 - ✓ Sound knowledge in Air/Sea/Land Operations
- Distribution – Transportation – Warehousing
 - ✓ Quantitative and Analytical Skills
- Excellent inter personal Skills
 - ✓ Coordination & Supervision Skills
- Strong commitment toward goals
 - ✓ Quick Learner – Goal Focused Team Leader

EDUCATION

Project Management Professional (PMP Course Preparation) Islamabad	Jun 2008
Master in Business Administration (MBA) Marketing/Supply Chain, Dadabhoy university, Kar	Jun 2008
Hospitality Management and Tourism, (PITHM) Kar	Mar 2003
Certificate & Awarded for best performance and punctuality (Siemens Pakistan)	Jan 2007
Dubai Driving License No : 63621056	Jul 2016

CAREER SNAPSHOT

Country Marketing and Sales Manager,ACM PLASCO (Sister Concern Volta Batteries) (ISBD Working)

Head of Marketing and Sales , Farooq Enterprise pvt ltd. 4 years

Operations Coordinator , Bilal General Transport Fzco LLC Dubai, UAE. 2 years

Manager Marketing and Sales, BNI Inks , Pak China Joint Venture, 4 years

Regional Administrator -Siemens Pakistan, Multan. 4 years

PROVEN JOB ROLE

ACM PLASCO PVT LTD (SISTER CONCERN VOLTA BATTERIES) (ISLAMABAD WORKING)

Designation : Country Marketing and Sales Manager Reported to CEO.

- ❖ Leading marketing and Sales Department with flying color.
- ❖ Made Annual SALES BUSINESS PLAN for the Company
- ❖ Achieving our monthly sales targets easily.
- ❖ Training and Motivating to my staff .

- ❖ Controlling social media segment for up boasting of our Sales .
- ❖ Visiting all around Pakistan for promoting and Sales of our Products.
- ❖ Maintaining Sales turn over 10 Million Rupees per month.

SPINZER PVT LTD (FAROOQ ENTERPRISES)

Designation : Head of Marketing and Sales Reported to CEO.

- ❖ Heading Marketing and Sales team with flying colors.
- ❖ Giving marketing and Sales team advance training for achieving their marketing and sales targets.
- ❖ Guiding Production and Technical department for improving quality of products .
- ❖ Products we have Jerry cans, Buckets , Pet bottles, films for oil and ghee, Off set/Flexo Cartons custome corrugated packaging solutions,

- ❖ Doing business with top most groups of the Country and internationally.
- ❖ Maintaining 100% credit recovery within the giving time period.
- ❖ Maintaining Sales turn over 50 Million Rupess per month.

Bilal General Transport FZCO LLC DUBAI. Designation : Sales Coordinator.

Reported to Director.

Primary Responsibility:

- Coordinate with in sales team by managing schedules and communicating relevant information
- ❖ Ensure the adequacy of sales-related equipment or material Work with direct clients to sell the products
- ❖ Evaluate, present and negotiate business opportunities
- ❖ Outdoors presentations to companies and organizations
- ❖ Meet clients and build relationships for sales
- ❖ Selling products like heavy equipment's ,Crane, dumper , exevator , nichals , tippers ,flat belt , low belt,Bulldozer,Generators,Light towers and Stones like Gabro and Lime water .
- ❖ Supporting in Sales and Marketing Strategy formation
- ❖ Visiting Clients continuously for promoting new items or offers.

BNI Printing INKS & Chemicals (PAK-CHINA JOINT VENTURE)

Designation : Manager (Marketing and Sales)

Reported to CEO

Role and Responsibilities

- ❖ Ensure profitable business on national and international level. Reported to director
- ❖ Establish sales forecasts and manage to those objectives.
- ❖ Develop, direct, and manage strategic selling plan for the product portfolio to drive expansion efforts and protect our strength in the market across all channels.
- ❖ Establish sales forecasts and manage to those objectives.
- ❖ Expanded sales and marketing internationally in **Iran** and **Bangladesh** remarkably.
- ❖ Ensure preparation & execution of annual sales & marketing plans including identification of key customer targets that are aligned with the plan and meets overall divisional goals
- ❖ Provide leadership and management of all territory-related corporate proposals.
- ❖ Looking after the Local Retail Sales Operation.
- ❖ Managing the distribution channels of the Retail sales.
- ❖ Strong steps took for compliance department for healthy and safety working environment.
- ❖ Made presentations for IKEA on IWAYS.
- ❖ *Arranged trainings programs for the staff to enhance the skills of the employees.*
- ❖ Developed excellent job description for the floor staff of the factory.
- ❖ Making sure shipment must be reach at the destination on the time

NOKIA SIEMENS PAKISTAN

Designation: Regional Administrator (P.M Department), Multan

Joined SIEMENS in Jan 2005 as an Administrator in Program Management department (Documentation) After looking an excellent performance, management decided to send me up to new upcoming region where I achieved my targets 100 % , had a great pleasure to work more than 49 nations peoples under one umbrella.

Key achievements:

- ✓ Worked on Electronic Document Distribution System (EDDS).
- ✓ Worked on electronic project management (EPM) / Capri Software's.
- ✓ Involves in clearing the cantonments sites NOC'S issues on urgent basis.
- ✓ Site surveys with CW team for the construction sites.
- ✓ Receiving the SAR reports from the site acquisition team and update on server.
- ✓ Informing all concern departments about the remaining documents needed for the FAC folders.
- ✓ Receiving drawing templates from the exponent engineering company.
- ✓ Weekly meetings with Telenor counterpart for the completion of the FAC folders.
- ✓ Managing the whole documentation process from kick off to final acceptance.

IT SKILLS

· Skillful in Microsoft Tools, Flash, MS Office Suite (Word, Excel, PowerPoint), Internet & E-mail, Capri, ERP, Fiscal
Proficient in making an business reports and proposals and all associated software applications, Auto Cad

PERSONAL DETAILS

Nationality: Pakistani Date of Birth: 19th Jan 1981 Marital Status: Married
Languages: **Arabic, English, Norwegian, urdu, Punjabi, Sindhi**

REFERENCE

Will be provided on demand.