

FARRUKH NISAR

PROFESSIONAL COURIER & LOGISTICS



PROFILE

My aim is to work in an organization that offers immense opportunities for growth and requires hard and creative work from the individual. I would like to pursue my career in business management, because these are the areas where my strengths lie and where I can be of most use to the organization that, I am representing.



WORK EXPERIENCE

M&P Express Logistics

2023 - PRESENT

Area Sales Manager

- Maintaining and increasing sales of your company's products
- Reaching the targets and goals set for your area
- Establishing, maintaining and expanding your customer base
- Increasing business opportunities through various routes to market
- Setting sales targets for individual reps and your team as a whole
- Allocating areas to sales representatives
- Developing sales strategies and setting targets
- Monitoring your team's performance and motivating them to reach targets
- Compiling and analyzing sales figures
- Possibly dealing with some major customer accounts yourself
- Collecting customer feedback and market research
- Reporting to senior managers
- Keeping up to date with products and competitors

M&P Express Logistics

2019 - 2023

Territory Sales Manager

- Exceeded targets by building, directing and motivating high performing sales team.
- Coached sales associates in product specifications, sales incentives and selling techniques, significantly increasing customer satisfaction ratings. Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Applied relationship-driven strategies to lock in corporate sales worth more than 65M in yearly revenue.
- Targeted prospects in other territories through careful research of competitor products, services and trends.
- Drove team revenue totals by bringing in top sales numbers. Working on Top key accounts customer is assigned area.
- Top performer in Q3 category in 2021. Highest growth in 2021 in Rawalpindi area.
- Builds mutually beneficial and strong working relationship with existing customers and prospects for cross-selling and up-selling.
- Work on JCP / Pipeline customers on assigned territory. Worked on Domestic, Logistics, International and COD products.

CONTACT

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SKILLS

- Leadership
- Teamwork Motivation
- Time Management
- Relationship Building
- Analytical Skill
- Sales & Negotiation Skill
- Strategic Planning Abilities
- Presentation skills
- Good Interpersonal Skill
- Adaptability

LANGUAGES

- English (Intermediate)
- Urdu (Fluent)
- Pashto (Basic)

EDUCATION



Bachelors of Arts

University of Peshawar
2006

Intermediate Certificate

F.G College Mangle Cantt
2003 - 2004

Matric Certificate

No.1 Higher Secondary School
Peshawar
2002

TCS Pvt Ltd

2015 - 2019

Business Development Manager

- Prepares sales objectives and territory sales plan that meet or exceed established sales budget and support company revenue and profit targets
- Optimizes business development plan by working closely with CSH/ASM/ABH to maximize the overall efficiency through development and pre-qualification of leads
- Gain a deep understanding of customer experience, identify and fill product gaps and generate new ideas in line with the Blue Ocean Strategy that grow market share, improve customer experience and drive growth.
- Maintains consistent communication and timely follow-up with existing customers and prospects and responsive to customer's real-time needs.
- Works effectively with cross-functional teams (Ops, IT, Finance and others)
- Prepares sales activity reports, proposals and presentations in a timely manner.
- Keep an active eye on competition with strong market intelligence

TCS Pvt Ltd

2008 - 2014

Territory Officer

- Performs overall collection of his assigned territory Rawalpindi and Islamabad.
- Provides assistance & support to customers for their collection/sales related issues
- Assists in developing and maximizing sales in the territory.
- Follow-ups daily with clients through personal visit or telephone calls to resolve any dispute.
- Makes daily visit report and their status.
- Reconciles invoices with invoices register to ensure correct billing. Invoices along with support for corporate customers.
- Assists in achieving company's sales & recovery targets.
- Keep customer files and invoices tracking records updated. Look after RWP Territory sale and recovery for one year.
- Performed and established recovery format /flash daily recovery report for daily update.

TCS Pvt Ltd

2006 - 2008

Logistics Sales Coordinator

- Coordination with Sales Team.
- Professional interaction with Operations, CSD, IT and other departments for well in time support To attend telephonic calls and customers queries.
- To note the new business leads and pass to respective sales persons.
- Communication with the network for customer's problem solutions. PR Building with internal and external customers.
- Follow up to collect the delivery challans of various customers. (Where needed).
- To ensure proper record keeping of all area communications, correspondences. To ensure provision of all required stationery.
- To flash daily reports to all concerned. Budgeting, analyzing the sales figures. To ensure sales team attendance submission to Admin Dept.