

**Mian Kashif Nadeem Bari**

**Father’s Name:**

Mian Nadeem Bari

**Date of Birth:**

28/10/1975

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RESUME

**EDUCATION AND QUALIFICATIONS:**

**UNIVERSITY OF PUNJAB LAHORE. 1996**

Bachelor of Arts

Scored: Second Division

**FC COLLEGE Lahore. 1993**

Intermediate (Pre Engr).

Division: 2ND

**DIVISIONAL PUBLIC-SCHOOL FAISALABAD.**  **1991**

Matric

Scored: First Division

**Diploma In Textile finishing & printing.** **1994**

Govt Weaving and finishing institute Lahore

**Computer Science Certification. 2000**

By COMSATS institute of information technology

Course Facility: Punjab College D ground Campus

**REAL ESTATE EXPERIENCE:**

(Zameen.com) flagship venture include Bayut|Dubizzle Group UAE and OLX. It’s the leading Real Estate Brand and largest online property portal of Pakistan,

**Designation:**

Currently I am working at CPML Zameen.com as Assist Manager Project Sales Faisalabad from DEC, 2023 to till date.

**JOB ROLE:**

Unit wise Sales target Achievement, provisioning of highest level of services to allocated Lead Clients (Residential / Commercial) nationwide & abroad as well, Identify Client’s requirements, feasibilities and budget for better consultancy, Continuous Follow ups, Official Meetings with buyers & Combined Site visits, Weekly Site Offices roaster duty, Project Presentations, Negotiations with clients for mutual beneficial deal, , Issues handling, Deal closing. Quality assurance, Implementation of company SOP’s in true letter and spirit.

**TELECOM EXPERIENCE:**

**PTCL | UFONE Business Solutions**

My previous service was in PTCL|UFONE from JULY 2010 to OCT 2023.

I have served in mostly areas of CENTRAL REGION (INDUS BELT, KALABAGH to KAROR LAL ESSAN, MIAN WALI to SARGODHA, JHANG to BHAKKAR, FAISALABAD and it’s all suburb tehsils at below mentioned designations.

**Manager Distribution Sales**

**Shops & Franchise Services (Faisalabad).**

**JOB ROLE**.

Onboarding New Franchise· Complaint Investigations· Distributor Customer Service management, Operating Systems installation, Training, High Value Customer Sales with Super Card Gold · Ufone MBB Device Sales with monthly package· Sales Quality assurance.

**DISTRIBUTOR SALES SUPPORT MANAGER (Faisalabad).**

**JOB ROLE.** Target Achievement of HVC (high value customer) sales with Rs.599 super card and above from selected Retail Channel, Franchise in House high revenue Sales and Retail active base with HVC Sales.

**AREA DEVELOPMENT MANAGER (Faisalabad).**

**JOB ROLE.** Daily Target Achievement of Sim Sale (FCA), U load (primary & secondary) MNP, Buffer availability, M Wallet account opening, PTCL MBB Device CHARJI and Landline Sales Project from most potential selected retail channel (Super U shop). Retail engagement & development, Point of Contact for Super U Shop Channel,

Micro level retail growth. Looking after Potential Retail of Faisalabad & Sahiwal Sub Region.

**AREA RETAIL MANAGER,**

**(District BHAKKAR, MIANWALI & SARGODHA).**

Distributor Sales Target Achievement (Gross Adds, Stock Lifting, U Load, PPC, primary & secondary sales, MFS (U Paisa Sending Receiving), M Wallet account opening, availability and visibility, route planning, franchise profitability, franchise team handling, Market Handling, Retail Activities, Low Revenue Cell Site Activities, Business Growth, Inter departmental Coordination with FINANCE, OPPS, COPS, ADMIN, RF PLANNING & etc.

 Company SOP & Policy implementation in true letter & spirit.

**UDL DISTRIBUTION PVT LTD:**

MAY 2009 TO JUNE 2010

**Territory Sales Manager, Mobilink Distribution Faisalabad Branch,**

UDL telecom distribution management.

**Assist Manager UDL Pharmaceutical Distribution JHANG Branch.**

**JOB ROLE**.

Sales target achievement ( Brand / Manufacturer wise, Channel development, New onboarding with documentation, Market visit and audit, Route Planning, Team Management, Supply Chain Management, Credit and collection supervision (specific brand facility to specific pharmacies like ICI VET), Looking after Expiry mechanism (buy back adjustment), Looking after whole sale and Hospital sale network.

**MOBILINK (JAZZ):**

JAN 2001 TO APRIL 2009

(Business Manager, Mobilink Iqbal Stadium-7080 FAISALABAD & SANGLA HILL-7183)

**JOB ROLE.**

Sales target achievement (Sims, Jazz Load, Scratch Cards, Post Paid), Retail Availability check, Stock Lifting, Market Buffer availability assurance, Route Planning, Sales Team Management, Internal and External Customer Handling, Issues Resolution, Merchandizing Check, Franchise Audit, Special events & outdoor Sales Activity monitoring, Coordination with Company Higher Management. Correspondence with concerned Banks, Leading the Team from the front.

**DIVERSE EXPERIENCE:**

**SADAQAT TEXTILE MILLS (PVT) LTD FAISALABAD**: FEB 1999 TO June 2000 (Assistant Export Manager)

**SANDAL BAR DYE STUFF IND LTD**: CHAK JHUMRA

JAN 1997 TO DEC 1997

(BINDER PLANT SUPERVISOR)

**GOVT HOUSING & PHYSICAL PLANNING DEPARTMENT:**

**Faisalabad.**

JAN 1995 TO DEC 1995

**ANNUAL AWARD:**

Top UFONE Area Retail Development Manager 2017 Annual Award Central Region

Top UFONE Area Retail Development Manager 2018 Annual Award Central Region

Top UFONE Area Retail Development Manager 2020 Annual Award Central Region

 **ACHIEVEMENTS:**

Rs.180 Million JAZZ Scratch card sale in month of October 2005

Region wise highest Sim & Recharge sales in Mobilink 2006

Top performer in sales Mobilink Faisalabad region Quarter July 2008 to September 2008

Highest Mobilink Recharge Sales at UDL Faisalabad Dec, 2009.

Highest Mobilink revenue sales at UDL FSD, First time UDL FSD Telecom department sales crossed 50 Million equvilaent to UDL prime business sales of Pharmacutical’s.

UDL Offered to take charge of newly opened JHANG Branch (Pharmacutical) after closure of Telecom distribution and only 2 employees selected including myself nationwide to carry on job and transferred from Telco to Pharma and promoted as well.

Highest ICI (VET) medicine sales 1st quarter 2010 at UDL Jhang.

UDL brand Products retail pilot Launch at DISTT JHANG & Suburbs.

Nationwide First Position in Ufone Area Retail Manager KPI’s November 2012

Second Position Nationwide Ufone ARM KPI’s May 2011

Third Position Nationwide Ufone ARM KPI’s August 2012

Consistent Top Ten performing ARM in Ufone from August to November 2012

Win nation wide May June 2011 SIM sale promo in ARM category (Blackberry 9300)

Win nation wide October November 2011 SIM sale promo in ARM category (Rs15000)

Nationwide highest sales in Mar-April Sim sale promo, Concerned franchisee UFRKRT0001 Won Toyota Corolla car among 2 1300 CC car prizes category Nationwide.

UFONE Best EndUser prize to my concerned BHAKKAR ZONE & customer won Toyata Corolla.

2012 Area Manager with ever biggest territory serving & lokked after Highest number of franchises ( 10 ) in Central-II region.

2012 Highest year to year growth of recharge/ SIMS in Sargodha Region

2013 Concerned BHAKKAR Zone 3 Cell Sites declared (Gold Sites) Nation Wide TOP in highest revenue.

2014 BHAKKAR Zone has been announced as highest profitable Zone of UFONE in Central II.

2016 Region wise highest Sim & U Paisa sales in promo, Concerned area franchise UFRSGD0003 win America tour.

2016 Concerned Sargodha territory Region wise highest Money Transfer (UPAISA & MEEZAN UPAISA).

2018 Extra cricular prize winner UFONE COMMERCIAL CONFERENCE.

Outstanding KPI Performance Grade in 2018 annual appraisal.

2018 Nationwide Cash Prize Winner Ufone SUS Team Promo.

Three Performance based Promotions at PTML UFONE during service tenure .

 **CERTIFICATION & TRAININGS:**

MOBILINK CUSTOMER SERVICES WORKSHOP 7th & 8th May, 2004.

MOBILINK C&C AND CS WORKSHOP 15 OCT, 2004.

MOBILINK RESHAPING ENTREPRENEURSHIP TRAINING BY NAVITUS 2nd March,2005.

UFONE Where Eagles Dare SALES CONFERENCE & TRAINING SESSION BY NAVITUS 8th April, 2011.

UFONE HIGH IMPACT SELLING TRAINING BY OCTARA 22nd & 23rd Aug, 2013.

QUALCOMM SMART PHONES TRAINING 24th Jan, 2014.

UFONE RETAIL MANAGEMENT TRAINING 13th Feb, 2015.

UFONE RETAIL MANAGEMENT SYSTEM TRAINING 3rd March, 2015.

UFONE TEAM UP TO SUCCESS TRAINING COURSE 15th, MAY 2018.

PEOPLE MANAGER DRIVE (Assistant Manager Training Session) DEC 2018.

EMERGING LEADER WORKSHOP & TRAINING SESSION BY GEM DEC 2018.

POWER OF POSITIVE ATTITUDE TRAINING APR 2018.

PEOPLE MANAGER DRIVE (ASSIST MANAGER 1 DAY COIURSE & TRAINING) DEC 2018.

PTCL PCRM MODULE TRAINING JULY 2019.

PTCL CRM TRAINING BROAD BAND & DSL DEC 2019

HOW TO MASTER IN RETAIL COURSE & TRAINING FEB 2020

BEING AGILE ONLINE TRAINING MAY 2020

CONFILICT RESOLUTION ONLINE TRAINING NOV 2020

SALES IN CHANGING WORLD ONLINE TRAINING DEC 2020

SME PRODUCT / E-Solutions (Biz Ease – Webhosting) TRAINING JUNE 2021

EXCEL & ELEVATE PROGRAM | DATA ANALYTICS & REPORTING TRAINING OCT 2021

REGULATORY COMPLIANCE FRAMEWORK 2023

 **ADDITIONAL PROJECTS (PTCL & Ufone):**

* U Shop, Super U Shop, U star, Captain U Shop program and Retailer Scorecard module Project’s soft launch. Special projects to boost up retail channel at micro level.
* Encouragement of Top Retail Sellers of region by promoting them in Commercial

 Adds of UFONE with concerned Manager (myself) in different news channels for 15 Days,

 Set a new trend in Telecom very first time and got great outcomes from this activity.

* Successfully completed BISP Project 2012-13 (BISP services through SIMS and Mobile Phone) at Distt Bhakkar & Karo Lal Essen in coordination with GOP.
* Successfully completed Educational Institutions security & alarm system project 2015 at Distt BHAKKAR with Punjab Police & education Board.
* Successfully completed GOVT KISAN Package Project 2016 at Sargodha in coordination with GOP & National Bank.
* PTCL CHARJI / DSL / Landline Project, Lead the Commercial launch at UFONE Faisalabad Retail channel July 2019.

**SKILLS.**

Distributor / Franchise channel Management, Team Management, Team Development, Retail Channel Management, Business Planning, Market Intelligence of Competition, Retail Networking, Distributor Management, Territory Management, Team Management, Business Growth, Sales Strategy & Planning, Retail Engagement, Team Leading, Team Development, Customer Service Management, Issue Handling & Resolution, Banks & Institutions Dealing, Customer Engagement, Communication Skills, Analytical Skill, Adaptability, Quality Assurance. Data and Reports Management. Negotiation Skills, New Idea Generation, Sales & Marketing Tactics.

**ADDITIONAL SKILLS**

MS Office (Excel, Word, PowerPoint)

 Franchise Operating systems,

Keen knowledge of Business market Of District FAISALABAD,

BHAKKAR, MIANWALI, SARGODHA and Suburbs as well as Pharmaceutical

Business market of District JHANG, BHAKKAR AND AHMAD PUR SIAL city & suburbs.

**Personal Statement.**

My professional career started from a Govt Job and after it I have joined Textile sector. That was my first phase of learning about public dealing, buyer’s dealing, Bank’s dealing, coordination with Govt officials, shipping lines and other export related departments. Sale is my passion. I have joined Telecom industry in year 2000 as post pay sales executive. From this grass root level job, I got my life’s direction that Sales and Me made for each other. My passion became my profession, competitive environment enhances my capacity, challenges give me power to break mental barriers, New Projects boosts my vision and skills.

Sales is the best profession because it is the best channel to grow as per potential, I have Made Sale records of different products in different areas throughout, but sky is the limit.
I have Performed in both type of sales (direct and indirect) and having diverse sales experience.
As One-Man Army, as supportive team member and as a Team leader by leading from the front.
My pride is my diverse Learning from the Pioneers and Legends of telecom Sales & distribution sector and other business industries as well,

Business markets knowledge is my specialty, Positivity is my strength and gratitude are my attitude.
Successfully accomplished soft & commercial launch of new products and projects.
I am an enthusiastic, ambitious, and professional individual who has a proven track record of achieving results in highly competitive environments with available resources. Never rely on one plan of action. My strategy based on strength, focus on Planning and resources best placement with responsibility and ownership to get desired result. My priority is to create win-win situation as it's resulted into long term business with customer satisfaction and it leads toward business growth.

**INTERESTS**

Worldwide Business Information and Trends, Telecom Textile and Property Business Market Affairs, New Learnings, History, Music, Extra Circular Activities, Acting and Modeling.

**Objective**

Looking for the role of sales management cadre professional at a reputed company to incorporate my knowledge and skills in Sales, Marketing & Distribution, Business Development and Relationship Management. Having good communication skills along with sales certifications and open to learning new things and strategies for self-grooming and contributing effectively to the growth of the organization”

**References**

Will be furnished upon request.