**MUHAMMAD BILAL**

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**Shalimar Colony, Multan**

**QUALIFICATION:**

**2014** **B-Tech Hons. Mechanical** **1st div**

UET (University of Engineering &Technology) Lahore.

PBTE (Punjab Board of Technical Education) Lahore

**2011 B-Tech (Pass) Mechanical 1st div**

UET (University of Engineering &Technology) Lahore.

PBTE (Punjab Board of Technical Education) Lahore

**2006 DAE Mechanical 1st div**

Government College of Technology Bahawalpur

**WORK EXPERENCES:**

**April-19 to till date Territory Manager Sales**

**Muller & Phipps Pakistan Private Limited** *(A leading company of Pharmaceutical & Sole Distributor of Castrol Lubricants in Pakistan)*

Following were my responsibilities;

* I am responsible of Multan, Muzaffar Garh, Shah Jamal, Layyah, D.G Khan & Rajan Pur for Managing & Coaching distributor.
* Create good relation with Whole Sellers, Retailers & Oils Shops.
* Create new Sub-Distributor in assigned territory.
* Managing team of 6person in the given territory.
* ROI Better profitability show to Sub-Distributor.
* Responsible for Primary & Secondary sales targets.
* Create platform for promotional activities.
* Increase in sale volume & market share in Castrol oil brands.
* Technical seminars for mechanics / Retailer / to create product awareness.
* Better control & minimized distribution expenses.
* Sales team supervision / monitoring & guideline to ensure business viability & growth.
* Achieved Brand wise Target & leading in Area & Region.
* Managed to keep the Overdue Amounts within the limits
* To ensure the implementation of company SOP’s in sales operations.

**Oct-17 to Mar-19 Area Manager Sales**

**Fast oil Private Limited**

Following were my responsibilities;

* Preparation of Retail Outlets business and development feasibilities.
* Liaison with Explosive Department/OGRA/NHA and DCO for approval of storage/selling licenses of Retail Outlets
* Liaison with all suppliers/Companies (signage’s, fuel Dispensing Units, Canopy, Fuel Storage tanks, Electric work, Solar system) regarding price negotiations & timely arrangements.
* Addition/Conversion in CNG station and LPG Station
* Ensure Retail Outlet Service Compliance to Company’s procedures, Standards and guidelines.
* Identifying areas to setup new sites and finalizing proposals.
* Ensure HSE practice at Retail Outlets.
* To ensure consistent product deliveries (HSD, MS) to the customers.
* Coordination with dealers for resolving their queries/issues.
* Coordination with upcountry depot for smooth supplies to our Retail Outlets.
* Observing Competitor activities and market intelligence and devising Sales Plan accordingly.
* Knowledge about Retail Outlet’s Drawing (Distances, measurements) as per standards.
* Know process of Retail Outlet, Oil Terminal, CNG Stations, LPG Stations Registry (Lease of Deed)
* Preparing agreements, Letters and other documents.
* Co-ordination with third party i.e. Banks, valuators for Oil Terminal physical inspection.
* Record keeping.

**Sep-13 to Jan-17 Senior Sales Executive**

**Hi-Tech Lubricants Limited *(****A leading company of marketing lubricants in Pakistan – the sole distributor for the South Korean multinational company ZIC Motor Oil)*

Following were my responsibilities;

* Introduce ZIC Mineral Oils Brand in the market and create market awareness about ZIC oil products.
* Create distributor for territory.
* Identifying profitable new alternative distribution points.
* Create good relation with Whole Sellers, Retailers & Oils Shops.
* ROI Better profitability show to distributor.
* Responsible for selling, closing, servicing and expanding the current customer base within an assigned territory.
* Working closely with distributor to help lead strategic field initiatives.
* Create platform for promotional activities.
* Increase in sale volume & market share in Zic oil brands.
* Technical seminars for mechanics / Retailer / to create product awareness.
* Better control & minimized distribution expenses.
* Good social image & status being company represents
* Sales team’s supervision / monitoring & guideline to ensure business viability & growth.
* Provide customers base & Retail network to initiate new business ventures.

**Achievements**

* Introduced the ZIC Mineral Oils in the rural market of Lodhran and Shujabad, prior to this there was no market presence of this brand.
* Created the sales volume of approximately 60K liters starting from the scratch.
* For the first time, developed the exclusive distributors and distribution channels of the products.
* Created the small dealer categories in all territory.
* Consistently awarded as a top performer Sales Executive across Pakistan in Mineral Oils brand.
* Top performer all three categories (DEO, GEO & MCO) assigned to me.

**May-09 to Sep-10, Quality Executive**

**Procom Engineering (Pvt) Ltd Lahore.***(A Company of MASTER GROUP - This company is Manufacturer of Honda Car Seats, Honda Motor Cycle Seats, Millat Seats & Al-Ghazi Seats)*

Following were my responsibilities;

* Preparing monthly quality reports.
* Analyses of rework & scrap reasons.
* Critical parts inspection.
* Customers Visits for new projects about Quality matters.
* Vendors Visits about Quality matters.
* Inspection of incoming raw materials.

**Feb-07 to Apr-09, Quality Inspector**

**Associated Technologies (Pvt.) Ltd.** (*This company is active in Manufacturer of Telecommunication towers and its accessories.)*

Following were my responsibilities;

* Hot dip galvanizing.
* Inspection of nuts & bolts.
* Inspection of incoming raw materials.
* Looking up of all galvanizing problems.
* Final Inspection before dispatch of materials.
* Pre assembly inspection.
* Final Inspection with relevant documentations.

**IT SKILLS:**

* MS World
* MS Excel

**LANGUAGES:**

* Urdu (Native Language), English, Saraiki & Punjabi

**REFERENCES:**

References will be furnished on request