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| **ABSAR UL HAQ**  **SHAIKH**  MANAGEMENT PROFESSIONAL  **PROFILE**  A hands-on professional having 10+ years experience of Managing Store & Sales operations & People learning & Development. Have been associated with leading National & Multi National organisations. Possess excellent Business Administration, Management and customer service skills and capable of working under pressure to meet targets. With Go Getter attitude, a keen learner with the ability to work as good team player.  **CONTACT**  **Karachi, Pakistan.**  **+92 333 227 9457**  [**absar.shaikhathotmail.com**](mailto:absar.shaikh@hotmail.com)  **PROFESSIONAL CERTIFICATION**   * ***LEADING MULTIPLE RESTAURANTS (LMR)*** * ***LEADING A RESTAURANT (LAR)*** * ***LEADING A SHIFT (LAS)*** * ***ServSafe FOOD SAFETY*** * ***TAKING PEOPLE WITH YOU (TPWY)*** * ***COACHING FOR RESULTS***   **AWARDS**  **2019 Recognition on Field Training efforts**  **2018 Recognition on Field Training efforts from YUM**  **2018 Outstanding Performer for 2k17-18 Award**  **2017 Customer Mania Award**  **2014 Highest Sales Achievement Award for Q3.**  **2012 Lead Regional CHAMPS Challenge Team.**  **2011-15 Different Appreciations & Recognition Pins & Cards from Senior Management and Auditors.** |  | **SKILLS**  Adaptability | Adaptive Leadership | Analysis skills | Analytical Thinking | Active Listening | Masters Degree in Business Administration | Operations | Customer Service Management | Sales | Training | Business Development | Leadership | Leadership Development | Risk Taking | Leading Diverse Teams | People Management / HR | Hiring and Team Building | Public Speaking | Influential Communicator | Interpersonal Skills | Managing Large Teams 30+ People | Talent Acquisition | Business Networking | Creativity | Conflict Resolution | Time Management | Business Strategy | Command on sales & distribution process | Warehousing | Branch Administration | Communication Development | Consumer Electronics | Cross Selling | Direct Sales | End to End Sales | Executive Presentation Skills | Fluent in English | Go-to-Market Strategy |Hotel F&B |Store Management | Identifying Sales Opportunities | Negotiation | IT Knowledge | Lead Development |  **WORK EXPERIENCE**   * **Manager Operations at Kaybees Pizza.**   June 2020 – Till to date   * **Field Manager Training (Ops.) at MCR (Pvt.) Ltd (Pizza Hut Pakistan).**   June 2016 – January 2020   * **As Multi Unit Manager at MCR (Pvt.) Ltd (Pizza Hut Pakistan).**   February 2015 – June 2016   * **As Restaurant General Manager at MCR (Pvt.) Ltd (Pizza Hut Pakistan).**   December 2011 – February 2015   * **As Manager In charge at MMA Mobiles UK.**   April 2007 - May 2011   * **As Sales Liaison Officer at International Brands (Pvt.) Ltd.**   June 2006 – January 2007   * **As Warehouse In-Charge at International Brands (Pvt.) Ltd.**   November 2004 – June 2006  **EDUCATION**  **2011**  **Masters in Business Administration (MBA)** from University of Wales Institute Cardiff, United Kingdom.  **2010**  **Post Graduate Diploma in Business Management (Advance Level)** from Corporate Resource Development validated by Edexcel, United Kingdom.  **2008**  **Advance Diploma in Business Administration** from Marlborough College of Business & Technology, London.  **INTERESTS AND HOBBIES**   * Socialising with family & friends. * Sports.   **REFERENCE**  To be furnished upon request. |