

**Tehseen Iqbal**

**Current Location: FC Area, Liaquatabad**, Karachi, Pakistan • **Cell:** +92-343-2462590

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* Highly resourceful professional with an extensive experience and knowledge of sales & marketing.
* An expert to contribute going out of the box to achieve daily, monthly, quarterly & yearly company’s targets by extending real time support exploring productive approach and execution.

***---------------------------------------------* Areas of Expertise*----------------------------------------------***

|  |  |  |
| --- | --- | --- |
| * Marketing * Continuous Improvement | * Sales * Team Development | * Merchandising * Coaching |

**Professional Experience**

**Continental Biscuits Ltd** **Feb 2019 to Nov 2020**

**Organization type (FMCG)**

**Distribution Sales Representative**

* Prepare daily route plan.
* Visiting customers in order to detail product availability and collect orders.
* Establish, develop & maintain positive business relationship with customer.
* Expedite the resolution of customer problem in increase satisfaction level.
* Strive to achieve Weekly, Monthly, Quarterly & Annual sales targets.
* Manage Team Performance.

**BP Industries, Karachi Oct 2018 to Feb 2019**

**Organization type (FMCG)**

**Order Booker**

* Responsible to follow route plan.
* Visiting customers in order to ensure collect orders and product availability.
* Order submitting to Supervisor.
* Expedite the resolution of customer problem in increase satisfaction level.
* Strive to achieve Weekly, Monthly, Quarterly & Annual sales targets.

**NITC IRAN feb 2014 to Aug 2014**

**Organization type: Ship Industries**

**Ordinary Seaman**

**PNSC PAKISTAN may 2013 to oct 2013**

**Organization type: Ship Industries**

**Ordinary Seaman**

**PNSC PAKISTAN aug 2011 to dec 2011**

**Organization type: Ship Industries**

**Ordinary Seaman**

* Stand watch at bow or on wing of bridge to look for obstructions in path of vessel.
* Turn wheel on bridge or use emergency equipment as directed by mate.
* Break out, rig, overhaul, and store cargo-handling gear, stationary rigging, and running gear.
* Chip rust from and paint deck or ship's structure.

**Trainings**

* MS-Office
* Advance Fire Fighting Training
* Medical First Aid at Sea
* Personal Survival Techniques.
* Personal Safety & Social Responsibilities.

**Education**

**B.Com– Dadabhoy Institute of Higher Education.**