

Syed Zohaib Ahmed Hashmi

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Objective:

To find a challenging position to meet my competencies, capabilities, skills, education and experience. And put my professional studies in practical life, and to get expertise in order to enhance required skills of my field.

Education:

- | | |
|------------------------|--|
| • MBA | Iqra University |
| • BBA (Hons) | Iqra University |
| • Intermediate | Baharia Collage N.O.R.E.1
(Pakistan Navy) |
| • Matriculation | Cadet Collage Sangher (Pakistan
Navy) |

Major Courses:

- | | |
|---------------------------|----------------------------|
| ▪ Business Research | IT in Business |
| ▪ Business Communication | ▪ International Business |
| ▪ Marketing Management | ▪ Operations Management |
| ▪ Principal Of Marketing | ▪ Corporate Finance |
| ▪ Consumer Behavior | ▪ Financial Management |
| ▪ Supply Chain Management | ▪ Statistical Interference |
| ▪ Macroeconomics | ▪ Business Ethics |
| ▪ Microeconomics | ▪ Organization Behavior |
| ▪ Quantitative Analysis | ▪ Managerial Economics |

Projects:

- **Project I:** work on marketing project on Habib Oil Mills product lines and their marketing strategies.
- **Project II:** work on human resource project on SSGC (Sui Southern Gas Company).
- **Project III:** conduct a research project on financial sector of Pakistan.
- **Project IV:** work on marketing project on Cupola Pakistan KFC product line and their market strategies.
- **Project V:** work on project to make a business plan to established a soap company in a limited budget and make a market strategies of soap to create a position in the market.

Training Courses:

- Advanced Management Foundation Course attend in 2015 (Malaysia)
- Land Fleet Management Master Class Training attend in 2014 (UAE)

Activities:

- Member of Student Union - January 2008-January 2010
- Actively participated in university events such Cultural activities, Charity.
- Raised fund to help children in flood-stricken areas

Other activities:

- Photography
- Reading books
- Sports
- Internet searching
- Computer games
- Documentary movies

Task Potential:

Execution of all skills to finish the task on deadline or before the deadline would be the first priority.

Skills Computer: I am well-known with all the essential software of computers and have a good command over all required computer related work Microsoft word, Advance Excel, Power point, SPSS, ERP, SAP, GPS & Tracking Systems.

Language skills: English (fluent),

Enthusiastic: quick to learn with good interpersonal and organizational skills. Have a high sense of responsibility and believe in "It pays to work hard".

Specific Career Goal: To obtain a full time position, which offers a professional working environment

Professional Experience

Date: From 2016 – Till Present

Location in: Saudi Arabia

Company: Global Specialized Transportation Company (GSTC)

Position: Marketing and Operations Manager

Duties and Responsibilities:

- Exploring business opportunities for dry and liquid materials in International market (UAE, Oman, Qatar, Bahrain, Kuwait, Jordan) and in local market Saudi Arabia.
- Managing teams for day-to-day operations in material loading and offloading for international and local orders and handling customer's problems some of the customer are: SABIC, Saudi Aramco, Tasnee, NatPet, SADARA, Maaden, Attieh Group, New Mobility Riyadh Metro Project and many more.
- Develop, Maintain and Improve business relations with local (Saudi Arabia) and international (UAE, Oman, Qatar, Bahrain, Kuwait, Jordan) customers for planning local Saudi Arabia business and backload business from GCC and Arab countries.
- Creating business contracts, bidding documentation and price quotation.
- Making meetings with the teams and explaining how to approach the clients and to have good business with them.
- Managing driver's visas and custom documentation for international (UAE, Oman, Bahrain, Qatar, Kuwait)
- Assisting financial and accounts teams for monthly invoices and payment follow-ups with local and international customers.
- Maintaining international and local trucks maintenance schedule and follow-up with workshops teams.
- Conducting regular business and account reviews.
- Developed GULF SQAS certification successfully.
- Well knowledge how to use GPS and tracking systems.
- Establishing cost and profit monthly excel reports for local and international transportation
- Managing and developing existing key accounts and maximizing profit and growth, through the formulation and development of new plans, initiatives, long-term client relationships and key business strategies.
- Consistently and significantly overachieving set targets and managing expectations through a pro-active consultative approach.
- Motivate the team members to perform their optimal level and achieving their performance targets.

Professional Experience

Date: From May 4, 2010 - 2016

Location in: Malaysia, UAE & Pakistan

Company: Marcus Evans Group (London, UK)

Position: Manager Business Development & Marketing (Middle East & Asia Pacific)

Duties and Responsibilities:

- Managing Sales teams day-to-day operations
- Responsible of new recruitment in the sales teams and developing their sales skills
- Managing events sales brief with the team members
- Approaching international clients
- Motivate the team members to perform their optimal level and achieving their sales target.
- Maintaining my personal business in current events.
- Making meetings with the teams and explaining how to approach the clients and to have good business with them.
- Led a teams of senior executives that excelled in the delivery of growth within defined area
- Built and developed 6 sales executives in each team.
- Conducting regular business and account reviews
- Managing and developing existing key accounts and maximizing profit and growth, through the formulation and development of new plans, initiatives, long-term client relationships and key business strategies.
- Consistently and significantly overachieving set targets and managing expectations through a pro-active consultative approach.
- Significantly increased turnover within own dedicated region.
- Analyze marketing, sales and customer data to determine business growth potential and to develop sales strategy and tactics
- Develop, maintain and improve business relations with customers in different sales channels and seek opportunities for securing new business and growing the existing business. Ensure compliance in execution of Key Account Customer Agreements.
- Set performance goals, measure key performance indicators, share feedback and coach on a continual basis, at both the teams and individual levels. Co-Ordination with Sales Team for feed back for marketing activities held at the Market.
- I am a Top Sales Performer in Middle East and APAC Region since **2012 – 2015** official certificates and trophy is available.

Professional Experience

Date: From December 21, 2009 – January 25, 2010

Location in: Pakistan

Company: Trade Key

Position: Human Resource Operation Officer

Duties and Responsibilities:

- Engage in HR planning at an operational level
- Managing associates documentation
- Arranging associate data on excel sheets learned how trained and developed employees skills
- Working on TIS (time information system) and on ERP system
- Managing clearance, separation & full and final settlement activities of associates
- Managing associates individual and family insurance registration
- Managing day to day new associates joining activities
- To call the candidates for interview with interview agreement
- Proper record of CVs received with interview arrangement
- Prepare the job profile and job descriptions
- To issue the letter of appointment to the successful candidate

Reference: Available upon request