



Waqas Shabbir Chaudhry Waqas

Curriculum Vitae (CV)

What job i'm looking for? My positive points

- Planned and Executed LMT activities
- Developed outlet profiles to target the relevant consumer profiles for trial and brand loyalty establishment
- Negotiated rack & space management contracts with leading outlets
- Revamped the coverage & commissions philosophy for these outlets

SALES & DISTRIBUTION

- Successfully managed distributors on accumulated basis and have been able to grow business in all relevant markets
- Streamlined the distribution operations in urban as well rural set up through Route Re-organization, resource optimization, Coverage and frequencies revisions

Preferred occupation Managers
Sales jobs

Preferred work location Islamabad
Islamabad Capital Territory

Contact and general information about me

- Ability to consistently increase Sales Revenue & Market Share
 - Handling large scale Sales & Distribution operations independently
 - Expanding and Strengthening Retail & Distribution network through effective market coverage & better Route Planning
 - Hands on in maintaining healthy ROI of distributors
 - Proficient in S&D software, Windows, Microsoft Office (Word, Excel, Power point, Outlook) etc
- Day of birth 1990-06-06 (35 years old)
- Gender Male
- Residential location Islamabad
Islamabad Capital Territory
- Telephone number *Information is available only for registered users.*
- Email address *Information is available only for registered users.*
- SKILLS SET [Sign in](#)

Additional information

The years of experience has contributed significantly towards my professional development. On the salary you wish 7500 PKR per month

How much do you earn now 7000 PKR per month

TEAM MANAGEMENT

- Managed, Recruited, trained, led & motivated personnel a number of team varying between 15-35 team players. Structurally teams comprising of OB,CR, Merchandisers
- Provided front line leadership with clarity in strategy & direction

TRADE MARKETING

- Developed & implemented channel specific distribution, commissions & promotions.
- Developed an in-store execution manual laying out a complete guideline on category management
- Implemented Top Store, Wholesale engagement & loyalty programs
- Incorporated tailored promotions for improved trial in areas capable of higher growth
- Organized & conducted retailer communication programs