Taqqi Haider Khan

- 9 Years UAE experience in "Sales and Customer Service"
- 15 Years strong track record of delivering outstanding sales result
- Personable, Detail oriented and Self motivated
- Able to work independently with little supervision as well as collaboratively with cross functional departments to achieve organization's goal.

Experience

2020-04 <u>Purchase Manager</u> Present Zahid Packages Pvt Ltd, Pakistan.

- Responsible for the procurement and supply chain management department which manage forecasting and inventory to support the organization's annual revenue.
- Monitored stock levels and placed orders as needed.
- Managed monthly deckle wise purchase of 5000+ Metric Ton paper material (like; Kraft, Test liner, Fluting, CMP) for huge company production from more than 50 suppliers, locally and internationally from Sweden, Finland, KSA and USA.
- Identified and targeted critical procurement issues, saving over 15 million rupees in last 6 months.
- Sourced new Paper Mills to manage monthly purchase target as per monthly sales forecast, with better price and quality paper material.
- Established clear lines of communication between "Paper Mills Owners" and "Zahid Packages Pvt Ltd" Management.
- Evaluated National and Foreign suppliers with careful thought given to overal value (quality, quantity, cost, delivery times and payment terms) with a goal to increase a company's competitive edge and market advantage.
- Performed monthly reconciliation of open purchasing orders.
- Used Software to authorize and monitor paper purchase orders and consumables.
- Generated weekly and monthly reports, documents and analysis in software for senior management review and approval.
- Worked with suppliers to resolve claim issues.

Additional Knowledge about Packaging Industry

- Having good knowledge about working mechanism of Corrugation plants, Flexo, Vesbo and LMC machine
- Having basic knowledge about production and planning strategy by visiting corrugation plants and
 printing machines twice in a week, to observe different paper material behavior for different jobs on
 running plant and print machines.
- Having good knowlege about problems of paper reels and paper material like; wrinkle problem, bubble problem, shade variation, high/low grammag, reels looseor tite, open joint and cut joint problem.
- Having good knowledge of Lab deportment about different QC test like; Grammage, MFCT, Tensile test, Ash, Bursting, Cobb, Moisturizer and BCT.



Personal Info

Address City Bhalwal,District Sargodha, Punjab, Pakistan

Email:

taqqi.haider@yahoo.com

Phone:

PAK Mob: 00923001350066 UAE Whatsapp Number 00971551064890

Nationality Pakistani

DOB 03-0<u>2-1981</u>

Marital Status Married

Valid UAE driving License since 2013

Skills

Follow up skill

Excellent

Relationship building

Very Good
Verbal & written communication

Very Good
Very Good

Customer Service Skills

Excellent

Leader ship and Team work

Excellent

Problem solving
Trend analysis

●●●●**○** Very Good

Strategic planning

●●●●O Very Good

●●●O Very Good

very ec

Computer Skills

Word

Good

Excel

Good

Power Point

●●**○○○** Basic

Excellent

Outlook,CRM

Small Introduction of Zahid Packages Pvt Ltd, Pakistan

- Since year 2007
- 600+employees
- 24/7 production
- 1000+Clients
- 250+ton average daily production
- Yearly production, plus 80 million corrugated cartons
- Manufacturing export quality corruaged fruit box for more than 60% of total fruit export of Pakistan
- Two Guangdong WAN LIAN Corrugation plant, 2.5M & 1.8M
- Four Printing machines (Flexo MD, Flexo AD, Vesbo 1124, LMC)
- Products:RSC boxes, HSC boxes, Die cut Boxes, Corrugated sheets, Base tray
- 495,000 sq.ft huge factory area

2015-10 2020-02

Emirates Islamic Bank, Dubai, United Arab Emirates Worked as Sales Supervisor in Retail Banking in multi products (Personal Finance, Business Finance and Vehicle Finance)

- Achieved goals for sale of bank products and services and exceeded performance metrics for customer service.
- Generated new business and referral clients in partnership with financial advisors and branch team.
- Used effective sales strategies to convince clients to accept new proposals to achieve monthly, quarterly and yearly sales target.
- Built and maintained relationships with new and existing clients while providing high level of expertise.
- Communicated regularly with clients to understand needs, evaluate current product use and cross sell new products.

2011-11

Dunia Finance LLC, Dubai, United Arab Emirates

2015-08

Worked as a Relationship Officer

Product: Personal Loan/Credit Cards.

2009-03 2011-10 Worked as a Relationship Officer in Dubai Islamic Bank, Pakistan

2008-12

2005-06

Worked as a "Sales Processing Officer" in National Bank of Pakistan

Education

- Post graduation from University of Punjab, Pakistan 2002. Course
- "Doors" Special training course for "Sales and Risk Management" From Dubai Finance LLC, Dubai Year 2015

Language

English

Urdu



Excellent

Hindi

.... Excellent

Punjabi



Achievements

Emirates Islamic Bank Dubai

Top Sales Performer Year 2016

Year 2017

Dunia Finance LLC.Dubai **Top Sales Performer**

For Year 2013

For Year 2014

June 2012

July 2012

August 2012

Dubai Islamic Bank, Pakistan Top Achiever

For year 2009 March 2010

Hobbies

Listening Music

Poetry Reading

Travel

Volunteering

Basket ball

Snooker

Playing guitar