



# SYED WAQAR JAFFARY



## Personal Details

### QID

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### D.O.B

7<sup>th</sup> July 1985.

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## Professional Summary

Performance-oriented Sales Leader offering exceptional record of achievement over 10-year career. Tenacious manager with strategic and analytical approach to solving problems, bringing in customers and accomplishing profit targets. Talented in identifying and capitalizing on emerging market trends and revenue opportunities.



## Work History

2024-01 –  
Present

### Operation Manager

**Hypermile Automotive Services Qatar.**

- . Overseeing all daily operational aspects of the auto workshop.
- . Managing and supervising a team of technicians, service advisors, and support staff.
- . Preparing operational reports and analyzing performance data.
- . Handling customer service issues and ensuring high levels of customer satisfaction.
- . Managing budgets and controlling operational costs.
- . Coordinating with parts suppliers and vendors.
- . Implementing and maintaining workshop management software and systems.
- . Developing and implementing efficient workflow processes and procedures.
- . Contributing to the overall strategic planning and growth of the workshop.
- . Training and developing workshop staff.

2023-11 –  
2024-11

### Direct Sales Account Manager-(SME/SOHO)

**Vodafone Qatar.**

- . Evaluates and adapts new strategies to keep up with current business trends.
- . Track a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- . Maintains contact with all clients in the market area through joint visits to ensure high levels of client satisfaction.
- . Resolve customer complaints through sales staff by investigating problems, developing solutions, tracking reports.
- . Performs related tasks consistent with skills and abilities and general responsibilities as assigned by the Line Manager.
- . Collaborate with cross-functional teams (product, tech, marketing, legal, customer service) to ensure a smooth and successful launch of the iPay digital wallet.
- . Design, implement, and continuously improve the user onboarding flow for the iPay digital wallet
- . Work closely with compliance and tech teams to ensure the onboarding process adheres to Know Your Customer (KYC) and Anti-Money Laundering (AML) regulations, including identity verification and document collection.
- . Identify and pursue strategic partnerships with merchants, businesses, and other stakeholders to expand the iPay ecosystem and drive adoption.
- . Conduct engaging and effective on-site and off-site training sessions for various stakeholders, ensuring they have a strong understanding of the iPay digital wallet.



## Skills

### Corporate strategy development



### Sales planning



### Territory Management



### Sales team supervision



### Solution selling



### Coaching and mentoring



### Sales goals



### Creation of sales comp structures



## Education

### MBA: HR

Virtual University of Pakistan -  
Lahore Pakistan

### MBA: finance & marketing

NCBA&E - Lahore Pakistan

2022-11 -  
2023-03

### **Territory Sales Manager-Corporate Sales North Dairy Land Limited.**

- Monitored sales team performance, analyses sales data, market trends and reported information to National managers.
- Developed and implemented key account strategies and programs to optimize revenue contribution and return on investment.
- Introduced cost-saving initiatives to reduce losses and increase profit margin.
- Managing North region and established new distributors in Peshawar, Islamabad, and Abbottabad for the sales of UHT Milk, Cheese, Butter, & Flavoured Milk
- Collaborated with clients and distributors to create and promote new products.
- Developed sales strategy based on research of consumer buying trends and market conditions.
- Helped team stay productive and focused on higher-value tasks to improve sales efficiency.
- Provided impactful sales training and motivated sales team members to drive revenue growth.
- Led targeted training programs to educate staff on product benefits and service capabilities.
- Grew businesses by adopting market expansion strategy to serve different customer needs.
- Worked diligently to resolve unique and recurring complaints, promoting loyalty, and enhancing operations.
- Executed proven strategies to hit sales quota and help company achieve goals.

2018-07 -  
2022-10

### **Section Manager - Corporate Sales North Haleeb Food Products Ltd.**

- Planning of Sales, increasing reach, and penetration of Portfolio aggressively.
- Successfully launched complete portfolio in the market and achieve company target with a growth of 10% on monthly basis.
- Scheduled weekly section meetings to review emerging challenges, identify opportunities and highlight Market gaps.
- Collaborated with upper management to implement continuous improvements and exceed team goals.
- Achieved established KPI for company, regional team and individual performance through teamwork and focus on customers.
- Boosted marketing, reviewed pricing strategies and expanded distribution channels to increase sales revenue.
- Introduced cost-saving initiatives to reduce losses and increase profit margin.
- Grew sales and boosted profits, applying proactive management strategies and enhancing sales training.
- Maintain good relationships with clients, delivering presentations, and educating on product and service features and offerings and found new ones
- Executed proven strategies to hit sales quota and help the company achieve goals.

2018-01 -  
2018-07

### **Area Sales Associate - Corporate Sales Islamabad**

#### **Shakarganj Foods Products Ltd.**

- Excellent sales service to ensure high levels of customer satisfaction through "Go the extra mile" to drive sales
- Acted as a team leader in group projects, delegating tasks and providing feedback.
- Assess customers' needs and provide assistance and information on product features
- Collaborated with sales and marketing departments to support client acquisition.



## **Certification**

### **Google Certifications**

Google ads videos, Google ads Display, Google Ads AI-powered performance, Google ads creative, Google ads measurement, Google ads apps, Google shopping ads, Google ads search.

### **Other Certifications**

Freelance, Virtual Assistant (Amazon), Data analytics and Business intelligence, Digital Marketing.



## **Languages**

**English**



**Urdu**



**Punjabi**



2015-09 -  
2017-12

- . Established strong relationships with major accounts and key decision-makers to increase sales in designated territory.
- . Follow and achieve department's sales goals on a monthly, quarterly and yearly basis
- . Monitored customer buying trends, market conditions, and competitor actions to adjust strategies and achieve sales goals.
- . Developed sales strategy based on research of consumer buying trends and market conditions.
- . Executed proven strategies to hit sales quota and help company achieve goals.
- . Directed sales support staff in administrative tasks to help sales reps close deals.

## **Business Development Officer - Corporate Sales**

**Shakarganj Food Products Ltd, Lahore Zone & Islamabad Zone**

- . Delivered campaigns to solidify new client opportunities and generate new business.
- . Strategized with sales team to prospect and qualify potential customers within assigned geographic territories.
- . Attend all queries from corporate clients and solve their problems accordingly
- . Generated new business with marketing initiatives and strategic plans.
- . Collaborated with managers to provide customer feedback and recommend operational changes to meet emerging trends.
- . Met existing customers to review current services and expand sales opportunities.
- . Attended monthly sales meetings and quarterly sales trainings.



## **Skills**

### **Interpersonal**

- . Ability to come up with own ideas to take the company forward.
- . Leading by example, providing clear management and leadership.
- . Organizing maintenance of systems, document records, space management, etc.
- . Self-motivated with the ability to work on your own initiative.
- . Able to motivate a team and have excellent people management skills
- . Good office management skills, IT skills & Designing Skill.

### **Office**

- . Microsoft office (2010,2013), Microsoft Windows (2000, XP, vista, 2007, 8, 10), MAC. Hardware Installation. Google add posting, Virtual assistance Amazon, Content Writing.

### **Graphics**

- . Flash Commerce (Flash MX, Coral Draw CS, Adobe Photoshop CS, dream viewer MX, HTML, DHTML, Java Coding), web page development.



## **Reference**

Will be provided upon Request



State of Qatar  
Ministry of Interior  
Traffic Department

دولة قطر  
وزارة الداخلية  
إدارة المرور



## DRIVING LICENSE

28558609937

الرقم الشخصي



الاسم سعيد وكر جيفري

NAME SYED WAQAR JAFFARY

NAT. PAKISTAN

الجنسية باكستان

DATE OF BIRTH 1985-07-07

تاريخ الميلاد

BLOOD GR.

فصيلة الدم

FIRST ISSUE 2025-01-28

ت. اول إصدار

VALIDITY

2030-01-27

ت. الإنتهاء

This license must be produced on demand to any police officer in uniform or on production of warrant card by police officer not in uniform

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EXCAVATOR حفار	MOTOR CYCLE دراجة نارية	نظارة طبية	Glasses
CRAKE كرين	CAR سيارة خفيفة	عدسات	Lenses
LOADER شاول	BUS حافلة	اتوماتيك	Automatic
FORKLIFT رافعة شوكة	MED. TRUCK شاحنة متوسطة	احتياجات خاصة	Handicaps
OTHER اخرى	TRAILER قاطرة ومقطورة	إعاقة سمعية	Hearing Unsound
		التبرع بالأعضاء	Organ Donation

Licensing Authority

سلطة الترخيص



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