

# Umar Shed

Dynamic and results-driven professional with a strong background in Outdoor Sales Execution, Accounting, and Inventory Management. Expert in market expansion, client acquisition, and operational oversight. Proven ability to transition from high-performance field sales to meticulous financial and stock management roles, ensuring business growth and organizational efficiency.

## Work Experience

### Jr Accountant and Inventory manager

SRAAZ International (Printing & Packaging) | Mar 2025 – Nov 2025

Maintained precise financial records and ledgers for large-scale printing and packaging contracts.

Managed end-to-end inventory cycles, from raw material procurement to the dispatch of finished packaging products.

Implemented a systematic tracking process that minimized waste and optimized warehouse space.

Collaborated with the sales team to ensure stock availability aligned with client delivery timelines.

### Sales Executive (Outdoor)

MK Cosmetics (Pakistan) | Jan 2024 – Feb 2025

Executed field-based sales strategies to penetrate new retail markets and wholesale channels across the region.

Identified and onboarded new distributors, significantly increasing the brand's geographical footprint.

Conducted on-site product training and merchandising for retailers to ensure brand consistency.

Managed a diverse portfolio of B2B clients, negotiating contracts and ensuring long-term retention.

### Outdoor Sales Executive (part time)

Al Fatah Electronics ( Pakistan) | Mar 2020 \_ April 2023

Targeted corporate clients and small businesses for bulk electronic product solutions.

Conducted field visits to provide technical consultations and product demonstrations at client locations.

Acted as a liaison between the company and external stakeholders to facilitate high-value sales transactions.

Monitored competitor activity in the field to suggest pricing and promotional adjustments.

## Educational Background

### Bachelor Of Health and Physical Education

Abdul Wali Khan University Mardan

Aug 2019 - jun 2023

- Specialization Health Management.

### Intermediate - Pre Engineering

Abdul Wali Khan University Mardan

2017- 2019.

## Contact

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## Skills

- Financial Accounting
- Inventory management
- Invoicing System
- Sales and Marketing
- Negotiating
- Customer Service
- Target Achievements

## Tools

- Accounting Software(Tally, Quickbooks)
- Advanced Ms Excel
- Data Tools
- Invoicing Tools

## Languages

- English (Professional)
- Hindi and Urdu (Fluent)
- Pashto (Fluent)
- Punjabi ( Good)
- Arabic (Beginner)

## Certification and Trainings

- Certificate of Information and technology (Quick Academy)
- Accounting Training (Alison)
- Sales and Marketing training (Alison)