



Rizwan Asghar

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 📍 Mohra Bakshian, Khuiratta, District Kotli AJK, Pakistan.

About Me:

A Passionate, Honest, Loyal And Hardworking Professional With More Than 10 Years Of Experience In Sales & Marketing with Multinational (Malaysian Based) Resort Development Company, Currently, Seeking A Challenging Career In a Dynamic Industry and Eager To Join A Reputed Organization Where I Can Utilize My Skills For The Prosperity Of The Esteemed Organization.

Education

Masters (2002)
MBA Marketing
Bachelors (1996)
B.Sc
Intermediate (1993)
F.Sc
Secondary (1991)
Matric

Experience

2017 to 2023	Real Estate Investment, Construction/Contractors Management, Small Business Operations Investment, and Management.
2013 to 2016	GM Marketing
2010 to 2013	Manager Sales & Marketing
2006 to 2009	Sales Executive Mangla View Resort Pvt. Ltd. Pakistan. Multinational Malaysian Based Company "Maxcorp" Developing, Managing & Selling Resorts, Residential Units, Apartments, Golf Courses, extreme sports, Leisure & Club Facilities.
2001 to 2004	Managing Partner Company Virtual Computers & Institute of Information Technology

Computer Skills & Expertise

MS Word	██████████
MS PowerPoint	██████████
MS Excel	██████████
Corel Draw	██████████
CMS Web CP Handling	██████████
Printing & Flex Solution	██████████
Network Administration	██████████
Installation and Hardware	██████████

Other Strengths

- Excellent High Level Customer Based Personal Relationship
- High Level Decision Making
- Excellent Trainer & Presenter
- Powerful Motivator and Team Builder
- Good Skills of Designing and implementation of Thematic horticultural patterns and schemes
- Sound Knowledge of Multi Millionaire Segments of Mirpur AJK Market.

Management Skills & Solutions:

Marketing	Expertise
Market Research (Market Surveys, Competitor Analysis & assessment), SWOT analysis, Strategic Planning, Budgeting, Branding, Print Solutions (Paper & Flex), Media Agencies Coordination, Multitasking Approach and capability to work under extreme pressure with respect to time and achieving company's objectives. Managed International and Country Wide Marketing Campaigns, Event Management, and engagement of Real Estate Agents and Companies. Excellent leadership and Control Skills.	Product Designing (Brochures, Flyers, Giveaways, Digital Ads Website Management etc.) Agencies Coordination Advertising (ATL/BTL) Print & Flex Solutions (Cost Effective) Public Relation Event Management (In-house Events, Outdoor Conferences, Events.)

Sales	Expertise
Excellent development and implementation of CRM programs, building Personal & Public Relations, Sales Planning, Budgeting, Staffing. Achieving Sales Targets, Design and implementation of Selling Strategies, incentive schemes, sales targets, promotion / demotions and control of Sales Offices and staff, Agents Agreements, negotiations and Revenue Generation.	CRM Program Implementation, Sales Closing Recoveries Registration Process Communication & Negotiation Leadership & Control Sales Training Programs

Operations & Admin	Expertise
Implementation of SOPs and instructions from BODs to HODs, Junior Management and staff. Events Organization, Conflict Handling and excellent Decision Making. Handling Security issue, complaints, and Organization, management, and control of vendors and meeting the day to day operational needs and demands excellently. Staffing, Command & Control Procedures, Vendors Database, Managing Official Demand, & Supply System.	BODs Coordination SOPs Implementation Coordination with Other Sections of Company Conflicts Handling Staffing and Control Procedures Event Management Vendors Management Bank Matters

Interests



Other Info:

DoB: 31/12/1977
 Marital Status: Married
 CNIC: 81302-3557128-7
 Countries Visited: KSA, UAE
 Languages: Urdu (Native), English (Good), Punjabi (Good), Pahari (Good).

Events Management

Live Musical Concert of Bilal Saeed and Abrar UI Haq	Involved in Managing Sponsors, Vendors, Tickets Selling, launching of advertising campaign, and On-Site Event Organization with solid Command & Control.
Prime Minister of AJK Sardar Attique Ahmed Khan	Was responsible for Invitation to PM to Site Area, Coordination with District Mirpur Administration, VIPs & Event Management.
President Of AJK Raja Zulqernain Khan	Was Responsible for Invitation, Coordination with Official Administration, VIPs Invitation, and Project Orientation to Invitees.
Lord Mayor Bradford Mr. Rangzeb Chaudhry	Involved in inviting Mayor's Delegation from UK to Site Area and collaboration with local authorities.
Ex Prime Minister of AJK Barrister Sultan Mehmood CH	Involved for inviting Ex PM and High Profile Dignities to Site area, Managing Presentation and Site Visit.
Road Shows, Product Launching Campaigns, Hi Tea Parties & Targeted Events	Responsible for database collection of High Profile Gentry, Invitation to Site Area, presentations, Site Visits, spot Sales of properties and post events follow-ups leading to Sales Closings.

References:

Will be Furnished on Request.