



Wajahat Zafar

Denim Marketing & Sales

Ascot SL5, UK

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Languages

English (Fluent)

Urdu (Native)

Hindi (Native)

Panjabi (Native)

Sindhi (Native)

About

Passionate to accept & accomplish Challenges.....!

Currently Looking after Denim Fabric Marketing & Sales at Azgard Nine Limited, Pakistan; catering various Local (Pakistan) and International Textile / Denim Related Customers around the World, mainly Europe, UK and USA.

Keen to lead Strategic Business Development, Planning, Marketing & Sales of Denim; by utilising my experience, analytical / strategic skills and leadership abilities to acquire valuable experience, whilst contributing towards the prosperity and growth of the organisation and the industry.

BRANDS WORKED WITH

Azgard Nine Ltd

Kassim Denim

Number9Vfx

Experience



● Marketing & Sales Manager

Number9Vfx | Sep 2023 - Now

Organize and run promotional events.
Liaise with agencies to increase clientele.
Manage online & print media advertisements of the company.
Prepare presentations and securing the deals.
Monitor competitors and provide suggestions on improvements required in the company.
Research further marketing strategies and implement findings.

● General Manager - Denim Fabric Marketing & Sales

Azgard Nine Ltd | Jan 2018 - Aug 2023

Looking after Denim Fabric Marketing & Sales at Azgard Nine Limited, Pakistan; catering various Local (Pakistan) and International Textile / Denim Related Customers around the World, mainly Europe, UK and USA. Involved in certain strategic decisions at corporate level. As secondary responsibilities I am looking after entire account of our Apparel / Garments Business Unit.

● Senior Manager, Denim Fabric Marketing & Sales

Azgard Nine Ltd | Feb 2016 - Dec 2017

Looking after Denim Fabric Marketing & Sales; catering various Local (Pakistani) and International Textile / Denim Related Customers around the World, mainly Europe, UK and USA.

● Regional Manager, Denim Fabric Marketing and Sales

Kassim Denim | Feb 2007 - Jan 2016

Responsible for managing & handling of Marketing & Sales activities for the entire region, along with the primary responsibilities I also led administration, Human Resource & Finance departments.
Develop, implement & maintain the systems for the regional business and to ensure the process is aligned and streamlined with the corporate strategy.
Directing the sales teams to achieve the targets and maintaining customer's satisfaction, and to provide them swift and efficient after sales services.

● Manager, Denim Fabric Marketing & Sales

Kassim Denim | Jan 2004 - Jan 2007

Handling multiple brands & buying houses along with local market. I was responsible to develop, enhance and maintain customer relations, expand business into new markets and boost sales.
Market Intelligence.

- **Sourcing Procurement Manager**

Kassim Denim | Oct 2000 - Dec 2003

Managing highly diversified workloads, as I was responsible for entire procurement process for yarn, while managing the entire supply chain. Maintaining safe inventory levels by following latest techniques to save time and cost.

Developing a balanced and reliable supplier base, which comply with company's technical and ethical requirements.

Education & Training

2014 - 2016 ● **Institute of Administrative Sciences, University of the Punjab, Lahore - Pakistan**

Master's Degree,

2005 - 2005 ● **NIPA Computer Education**

Microsoft Certified System Developer (MCSD),

1996 - 1996 ● **NCR Education System**

Diploma in Oracle,

1995 - 1998 ● **Karachi University**

Bachelor of Science (B.Sc.),

1995 - 1995 ● **NCR Education System**

Diploma,