



MUHAMMAD USMAN

- +966 511 520937
- usman.warraich96i@gmail.com
- King Khaled Street, Al Khobar Al Shamalia, Saudi Arabia

 [linkedin.com/in/muhammad-usman-96i/](https://www.linkedin.com/in/muhammad-usman-96i/)

PROFILE SUMMARY

Experienced in procurement, ensuring timely and cost-effective sourcing. Skilled in vendor management, negotiations, and inventory control. Proven sales background with strong customer relationship skills.

EDUCATION

University of Management and Technology (UMT) | Oct 2016 - May 2018

- Bachelors of Business Administration (BBA)
- (Completed 4 semesters)

F.G Degreee College, Aziz Bhatti Road, Lahore Cantt | Aug 2014 - 2016

- Intermediate, Computer Science with Statistics

Govt. High School No.1 Piindi Bhattian (Hafizabad) | Oct 2013 - July 2014

- Matric, Computer Science

SKILLS

- Email Etiquettes
- Problem Solving
- MS Office
- Negotiation
- Sales and Persuasion
- Communication
- Time Management
- Procurement | Market Analysis

CERTIFICATIONS

Consultative Selling Skills -PSTD -
Pakistan Society for Training and Development

WORK EXPERIENCE

Sales Executive

Taxx Petroleum Pvt. Ltd. | Feb 2023 - Oct 2023

- Successfully achieved and exceeded sales targets consistently.
- Optimized distribution channels to enhance market reach and penetration.
- Effectively managed and developed customer relations foster royalty .

Territory Sales Executive

ZIC MOTOR OIL - HI - TECH LUBRICANTS LTD.

March 2021 - Jan 2023

- Accelerated sales growth through strategic planning and execution.
- Streamlined sales process to improve efficiency and productivity.
- Built strong relationship with key customers and channel partners.

VOLUNTEER WORK

Purchaser

Pak Auto Store | Sep 2023 - June 2025

- Assisted in the procurement of automotive spare parts, lubricants, and tyres.
- Ensuring timely sourcing from reliable suppliers.
- Managed vendor communication, negotiated prices, and maintained inventory records to support smooth store operations.

Email Support Executive

Mindbridge | March 2020 - Dec 2020

- Provided exceptional customer support through email inquiries
- Resolve customer issues promptly and effectively