

Abudawood Pakistan  
August 2016, Volume 41

# HR GAZETTE

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## Congratulations!



**Syed Shoaib Ali**, Sales Representative based in Karachi has completed his MBA from Karachi University



**Malik Athar Ijaz**, Accounting Officer from Hafizabad has been blessed with a baby boy. We wish the baby health and happiness!

**Maria Karim**, Supply Planning Manager from Head Office has been blessed with a baby girl. We wish the family all the happiness on their bundle of joy!

## Referral Rewards

**11** rewards given last month!

Send your referrals to HR to fill a vacancy and get a chance to win your reward

## Welcome on board!

- Ghazanfar Farooq – District Manager, KARACHI
- Bilal Ahmed Shaikh – Unit Manager, SUKKUR
- Irfan Jamil Mirza – Unit Manager, GUJRAT
- Arsalan Saif – Unit Manager Sub D, SUKKUR
- Muhammad Adnan Qaiser – Assistant Manager Global Customers, LAHORE
- Humayun Javed – Section Manager MM, ISLAMABAD
- Tooba Sohail Karimi – Section Manager, KARACHI
- Usama Nazeer – Section Supervisor, GUJRAT
- Syed Zulfiqar Hussain Naqvi – Supplier Supervisor, LAHORE
- Muhammad Abubakar – Section Supervisor, LAHORE
- Ali Arshad – Section Supervisor Sub D, OKARA
- Muhammad Rizwan – Section Supervisor Sub D, GUJRAT
- Shoaib Ali Khan – Administration Officer, HO
- Ali Zarghoon Abbas – Accounting Supervisor, GUJRAT

## Farewell!

- Yasin Ali – Regional Hub Accountant, KARACHI
- Hashim Mamsa – CLD Specialist, HO
- Anwar ul Islam – CSL Supervisor, MARDAN

## Vacancies



- CSL Supervisor – MARDAN
- Section Manager Sub D – SUKKUR
- BI Analyst – KARACHI
- Senior Officer IT Helpdesk - KARACHI



## Promotions: Non-Management

Sun, rain, hail or snow: the toil and effort executed by our employees in the field through out the year does not go unrecognized. We are happy to announce that the following individuals have taken a step ahead in their ADP journey through promotions. We wish them every success in their new roles. Congratulations to all the deserving individuals for all their hard work and contribution!

### CBD PROMOTIONS

Gul Said	Muhammad Aqeel	Muhammad Amir
Maqsood Alam	Shehbaz Afzal	Sajid Ali Butt
Muhammad Amir Rafique	Shahbaz Ali	Suleman Ahmed
Muhammad Irfan	Numan Ahmed	Umar Nasim
Qamar ur Rehman	Aimal Khan	Raza Ibrahim
Rashid Irfan Ullah	Ali Hassan	Muhammad Umar Butt
Syed Asad Abbas	Maqbool Ahmed	Usman Saeed
Jahanzeb Akhter	Mohammad Waqar	Nisar Ahmed
Salman Nawaz	Umair Ashraf	Usman Zia
Tanveer Ahmed	Mazher Abbas	Malik Mehmood Aziz

### CS&L PROMOTIONS

Zahid Farooq	Khalid Mehmood	Muhammad Shahid Amin
Muhammad Suleman	Usman Ayub	Dilawar Nawaz
Adnan Sharif	Umar Saeed	Faisal Rauf
Saad Rafique		

### FINANCE PROMOTIONS

Muhammad Zeeshan Ghaffar	Rashid Muhammad Ali	Waheed Ahmed
Najeeb ur Rehman	Yousaf Aslam	



## Pakistan Zindabad!

August 14<sup>th</sup> 1947 is considered the most remarkable day in the history of Pakistan, as it marks the Independence Day of our country. To pay tribute to the sacrifices of our leaders and people, and to commemorate the **Independence of Pakistan**, August 14<sup>th</sup> was celebrated with great passion and fanfare at the Islamabad Branch with all the team members joining in the fun and celebrations!.

Let us hope and pray that along with the celebrations, we as citizens play our part in living up to the standard on which it was built Insha'Allah.



Contributed by : Somaya Mukhtar

# Moving people, moving business

Our  
Top SR

## Mohammad Umair had to say this about himself

### Setting goals

- I keep the company policy in mind when setting my monthly goals and objectives.
- I strongly believe in making an effective sales pitch so I study each customer before setting my daily targets for each shopkeeper.

### Business as usual

- I don't start a pitch with schemes. I save those for later to attract the customer into making extra purchases after they have already bought the monthly stock.
- In June/July I was assigned some new shops so I used the same technique. I sold maximum amount of SKUs so that those become established products month on month and then I informed them about the schemes so that they don't come to expect those as the main component of a sale but see them as attractions!

### Motivation

- Before Abudawood I had a desk job which was quite different. In a sales job numbers are everything so I know that I have to work really hard to advance my career and not fall behind at any point. That is my biggest motivator. I also believe in self-motivation. If you don't have that no amount of hard work will grant results.

## For those of you who don't know Mohammad Umair...

*Hometown:* Karachi, Akhter Colony

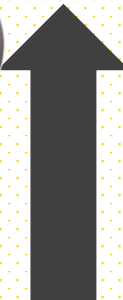
*Reporting to:* Qamar Bilal Syed

*Favorite personality:* My father because I have learnt everything from him. He taught me how to earn an honest living, to handle difficult situations and remain honorable in the face of hardships and struggles. He is my HERO.

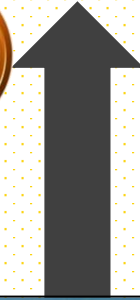
*Favorite food:* Daal Chawal



**Muhammad Umair**  
Karachi HFS



**Raheel Hussain**  
Karachi MM



**Inam Ullah**  
Lalamusa HFS

# Teamwork leads to dream work

Top  
performing  
Unit of the  
month

## Unit Manager :

Gohar Almas

## Section Supervisors:

Nasir Irshad

Muhammad Rizwan

Syed Tasveer ul Hussain

## Sub D Supervisors :

Bilal Waheed

Noman Daud

Imran Jan

Mumtaz Ali

Muhammad Waseem

Raja Ahtsham

Muhammad Safir

## Insight into Islamabad Sub-D Team?

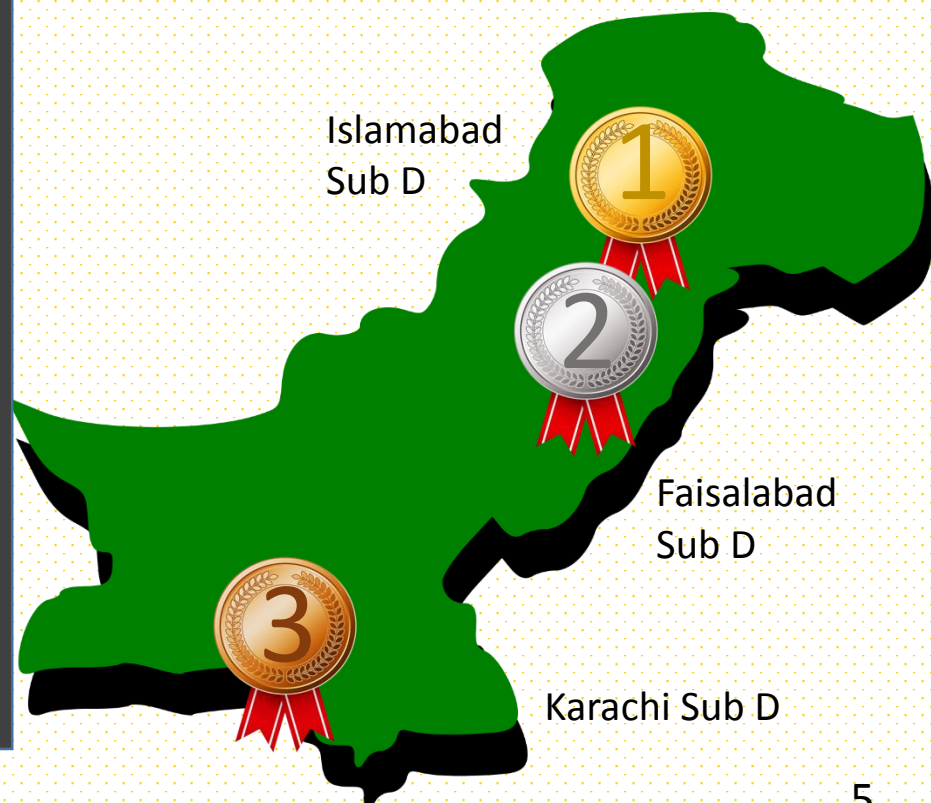
“You need to go beyond limitations by turning weaknesses into strengths to achieve long term success”

## Core ingredients for success :

- Team work
- Integrity and honesty
- Collective contribution to our sales effort
- Passion and commitment
- Aptitude & creativity

Go Team!!!

Aug'16 IYA: **110%**



# What are other people up to



## Fayeza Naqvi

Chairman Aman Foundation



Source : <http://tribune.com.pk>

Fayeza Naqvi became the first Pakistani woman to be awarded the Global Humanitarian Award for Women's and Children's Health in recognition of her contributions to Pakistan's health and education sector.

The award recognizes individuals who, with great vision and leadership, invest private wealth for the advancement of reproductive, maternal, neonatal and child health, especially family planning, at a regional, as well as global level. This award was bestowed on Fayeza at the 2016 International Conference on Family Planning (ICFP) in Nusa Dua, Indonesia.

Along side of this, Fayeza was also awarded the 2016 Power with Purpose award by Devex and McKinsey. The ICFP is co-hosted by the Bill & Melinda Gates Institute for Population and Reproductive Health, at the Johns Hopkins Bloomberg School of Public Health, and the National Population and Family Planning Board of Indonesia. The award is a huge honour for Fayeza, as well as for Pakistan, where the health and education sector are grossly neglected at the hands of the government and private initiatives are not nearly enough to fulfil the demands of the burgeoning population.

Fayeza is Chairman of Pakistan-based philanthropic foundation Aman Foundation, which steers vital funds toward healthcare and education. Aman Foundation is also acclaimed for launching Aman Ambulance, which is the country's first state-of-the-art ambulatory network.

Fayeza stated that Aman is dedicated to promoting the centrality of family, and dignity of life for all. The ideology behind their work towards women lies in the belief that healthy, educated and empowered women build strong families and productive communities. In that role, Aman aims to develop programs that convene international partners to bring best practices and expertise in collaboration with local government to ensure a sustainable impact.



*Life is a series of sweet coincidences*

- Mohammad Hanif