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**SUMMARY:**

Enthusiastic, articulate, have excellent professional reputation, outstanding skills in assessing client needs. I have an experience of **5 years**, working as medical representative in Hamaz Pharma Pakistan. Being highly organized, I have proven track record of meeting the deadlines, efficiently prioritizing and handling multiple tasks.

Seeking for **Medical Representative Position** in an organization where extensive knowledge and advancement pertaining to the field of **Sales and Marketing** can be experienced. Enthusiastic to work in challenging market where carrier growth shall be strong motivator.

**PROFESSIONAL WORK EXPERIENCE:**

**Organization: Pearl Pharma UAE**

**Tenure: March 2015 to September 2015**

**Designations: Marketing Executive**

**Responsibilities:**

* Marketing of the Bandage Supports, Multi-Sure, Cevan, Sulphur Soap, Hot Water Bags.

**Organization: Hamaz Pharmaceuticals Pakistan**

**Tenure: 2010 to February 2015**

**Designations: Medical Representative**

**Responsibilities:**

* Worked as Medical Representative with different portfolios and teams with successful budget achievements
* Ensuring Territory sales budgets , key account management & smooth sales operations
* Worked as Medical Representative in different teams and promoted different Product Mix
* Ensuring allocated target sales calls to customers for personal selling by applying CFSA
* Conducting CMEs with targeted customers high profile customers
* Achievement of own territory sales budget’s and customer Profiling in business perspective
* Stock and Sales management at distributor & chemist level for inside and outside counter brands

**ACHIEVEMENTS AND REWARDS**

* 100 %Sales budgets Ach with Significant Growth in 5 consecutive years of Hamaz.
* In 2013 I was selected for the Hamaz Pharma highest recognition **CM bravery award** due to my consistent performance and profitability towards the organization.
* In 2014 I was the **product champion** of Lincocin in central region due to my highest performance.

**TECHNICAL EXPERTIS:**

* Personal Selling different brands in different geographies
* Leading Capability of Sales Teams and developing, planning and executing sales and marketing activities
* Strong Market Scan Analysis with third box thinking for target customer for better results
* Demonstrating Performance Improvement Skills, CFSA, PIL and customer profiling to individuals & Sales Teams.

**ACADEMIC EDUCATION**:

**Pharm D (Doctor of Pharmacy) 2009 theIslamia University of Bahawalpur**

**TRAININGS & WORKSHOPS:**

* CFSA Customer Focused Selling Approach
* Customer profiling by Hamaz Pharma
* Initial Training Program from Hamaz Pharma
* Initial class room training conducted by Hamaz Pharma
* Customer handling by Hamaz Pharma

**PERSONAL DETAILS:**

**Date of Birth** : September 05, 1986

**Marital Status :** Married