**First Name of Application CV No 1639950**

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BCS (Hon’s) Computer Science

**CAREER OBJECTIVE:**

 To establish myself as a dynamic and competent in the field of Sales and Marketing and administration, equipped with latest tools, techniques and knowledge that will enable me to handle emerging technologies, strategies and prove myself as a valuable resource for the company.

**CAREER SUMMARY:**

I am an enthusiastic and high-achieving IT professional with a Bachelor of Computer Science. I have exceptional 5 years of Outdoor Sales and Marketing experience in Pharmaceutical Industry. I started my career in SEARLE PAKISTAN PVT.LTD as Medical Information Representative, after gaining the best experience I have been promoted to Territory manager. I am a person with positive attitude towards my career and goal.

 **PROFESSIONAL WORK EXPERIENCE:**

 **Company: SEARLE PAKISTAN PVT.LTD** **January 2012 To December 2015**

 **Designations:** **TERRITORY MANAGER**

 **Responsibilities:**

* Work closely with the Marketing Associates and Medical Directors to ensure that all company promotional literature follows the guidance offered by the Medicines.
* Identify who the customers of the medical information service are and determine if the current system is meeting their needs.
* Recommend and implement necessary strategies to meet and exceed the needs of these customers.
* Ensure that sufficient data is recorded (e.g. doctor, pharmacist, patient, product, and question) so that customer segments can be identified and analyzed.
* Ensure that information required by the planning function is available in a timely and appropriate manner. Such information may include: patient recruitment status, trial progress, and competitor.
* Attending meeting with clients, explaining them about products and trying to convince them by providing authentic studies.
* Guiding and supervising the juniors and other team members.
* Delivering outdoor product presentation into the doctor’s chamber.
* Developing and updating the knowledge of company’s product and the product of their competitors.
* Attending official weekly and monthly meetings for growth of the company.
* Making daily, weekly and monthly plan for productive work.
* Setting and Achieving Monthly and yearly targets.

**SKILLS:**

 **Hard worker Fast learner Good Team worker Target Oriented Time management**

 **MS (Office) Analytical Administrator Optimistic and Honest Good Planner**

**Organization:** **Fauji Foundation Head Office IT & IMS Department JUNE 2011 TO DEC 2011**

**Designations:** **Fresh Internee**

**Responsibilities:**

* Configure and install computer systems for non IT Staff users.
* Test software applications and systems.
* Providing IT support to computer users within the office.
* Inserting Data by using MEDIX

 **ACADEMIC EDUCATION:** **EXAMINING BODY YEAR-SESSION**

* **Bachelor of Computer Science (Hons) Kohat University of science and technology 2006-2010**
* **Faculty of Science (Pre-engineering) Board of Intermediate and secondary education 2003-2005**
* **Secondary School Certificate (Science) Board of Intermediate and secondary education 2002**

**LANGUAGES:**

English (Good), Urdu (Fluent), Pashtu (Native), Hindi (Good)

**INTEREST:**

Traveling, Reading, Searching and browsing on Internet and Watching TV Shows

PERSONAL INFORMATION

 Date of Birth 5th Jan 1985

 Marital Status Single