**CAREEROBJECTIVE:**

## Having 07 years of experience in pharmaceutical sales and goal oriented sales professional with a track record of consistently meeting and exceeding goal and objectives related to management. Skilled in building long term relation with all level of doctors. Motivated and ambitious with excellent interpersonal communication, relationship management and presentation skills.

**PROFESSIONAL WORK EXPERIENCE:**

**Organization:** **Health Care (Germany Pharmaceutical Company)**

**Tenure:**  **Dec 2011 – Feb 2016**

**Designations:** Field Marketing Officer

**Responsibilities:**

* To achieve the sales objectives of average PKR 1.7 million per month by promoting the company research brands **Adalat** (Nifedipine), **Glucobay**(Acarbose), **Ciprobay** (Ciprofloxacin), **Avelox** (Moxifloxacin) and **Xarelto** (Rivaroxaban) in my assigned territory.
* I took appointment with doctors (Professors, Associate Professors, Assistant Professors, Consultants and Pharmacists) and to convince them on features and benefits of my products.
* Develop and maintain an ongoing database of existing and potential new clients.
* Managing Strong Follow up plan of our customers
* Managing Scientific Symposium, Round table discussion, Lectures, Conferences for Health Care Physician.
* Sponsor doctors to International conferences as per marketing strategies.
* To establish the business of company brands in teaching institute North West General Hospital and Rehman Medical Institute of Cardiology Peshawar Pakistan.
* To present the monthly sales achievements by end of the month to higher management.
* To maintain discipline in daily proceedings by strict implementation of SMS reporting and monthly field work plan.
* Develop and maintain strong follow up of competitor’s activities.

**Achievements:**

* I achieved the best Field Marketing Officer award for highest sales of **Xarelto** (Rivaroxaban) in 2014 and 2015 consecutively.

**Organization:** **Servier & Pharmaceutical (French Company)**

**Tenure:**  **Aug 2009– Nov 2011**

**Designations:** **Business Development Officer**

**Responsibilities:**

* To achieve sales objectives of PKR 0.5 million average per month by promoting the company research brands **Coversyl** (Perindopril), **Diamicron MR** (Glaclazide), **Natrilix SR** (Indapamide) in my assigned territory.
* I took appointment with doctors (Professors, Associate Professors, Assistant Professors, Consultants and Pharmacists) and to convince them on features and benefits of my products.
* Managing Scientific Symposium, Round table discussion, Lectures, Conferences for Health Care Physician.
* Sponsor doctors to International conferences as per marketing strategies.
* To establish the business of company brands in teaching institute of Peshawar Pakistan.
* To present the monthly sales achievements by end of the month to higher management.
* To maintain discipline in daily proceedings by strict implementation of SMS reporting and monthly field work plan.

**ACADEMIC EDUCATION:**

 **EXAMINING BODY: YEAR**

* MBA Virtual University of Pakistan 2015
* M.Sc Economics University of Peshawar 2005
* BA University of Peshawar 2003
* Intermediate (Pre-Medical) Board of Intermediate Bannu 2001
* Secondary School Certificate Board of Intermediate Bannu 1999

**COMMUNICATION AND INTERPERSONAL SKILLS:**

* Outstanding command over verbal and non-verbal communicative & interpersonal skills.
* Strong organizational, managerial, problem solving, interpersonal and negotiation skills.
* Confidently able to work independently or in a team to deal effectively with educators & employees.
* Flair to organize & prioritize tasks to meet deadlines.
* Ability to manage multiple projects with minimal supervision.
* Have a good level command over English and Urdu Languages.

**CERTIFICATION/ ADDITIONAL SKILLS:**

* **MS Office** (All versions, esp. MS Word, MS Power Point and MS Excel)
* **MS Excel** (MS Formulae, Reports Automation, Macros, Presentations w.r.t. Analysis)
* **Accounting Softwares:** Strong application of accounting software Quick book, Tally, Peachtree.

**TRAININGS & WORKSHOPS:**

* 14 days Basic Medical Training with Bayer Pakistan (Pvt) Ltd.
* 24 days Initial Sales Training Course in Servier Research & Pharmaceutical [Pakistan] (Pvt.) Ltd.
* 13 days training course of (Adalat, Glucobay and Xarelto) cardiology products.
* 4 days training certificate of Emotional Intelligence

**Excel GURU Training Year - 2005**

* Intermediate and advance levels of MS excel

**PERSONAL INFORMATION:**

**Date of Birth** : Sep 30, 1983

**Religion**  : Islam

**First Name of Application CV No:** **1655238**

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