***A Passionate Area Sales Manager***

***Date Of Birth: 18th April 1982***

***Religion: Islam***

***Nationality: Pakistani***

A results driven professional who has over 13 year’s sales experience with products that are considered technical and complex. Akhtar Faiz able to aggressively drive sales growth and profits by developing a friendly well trained sales Team who are always highly visible to customer and responsive to their needs. Akhtar faiz has a hands-on style of management and one of my key strength is the ability to generate business from insights from diverse data sources.

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| **Sales Achievements** |  |

* **Vikor GSK** Above 110% Achievements in all portfolio products in 2011 to 2015.
* **Janssen**  Outstanding results (2006-2011) in Motilium by which got the award in Turkey as a best MR.
* **Wyeth**  Got appreciation letter from MD on sales product of tuberculosis Myrin.

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| **Duties** |  |

* Responsible for selling, closing, servicing and expending the current customer base within an assigned territory.
* Selecting sites for new development with a focus on multi-unit opportunities.
* Managing relationships with suppliers, vendors, internal clients and community partners.
* Regularly traveling to regional company sites, meeting with subordinates and getting products feedback from

them.

* Providing highly professional sales and marketing expertise and backup to sales representatives.
* Working closely with distributor field team to help lead strategic field initiatives.

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| **Key Skills & Competencies** |  |

* Ability to impact sales through coaching, counseling and influencing others to accomplish desired outcomes.
* Developing and executing new product launches.
* Compiling and maintaining a customer data base that documents appropriate customer information & contacts. Preparing itineraries, call reports and monthly business reports with sufficient detail and time.

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| **Training Certificates** |  |

* Certificate of achievement March 2006 Winning is a Habit From Institute Of marketing and sales
* Certificate of achievement September 2006 BEHIND THE WHEEL DEFENSIVE DRIVING/RIDING TRAINING from Johnson & Johnson SAFE FLEET Asia/ Pacific.
* Certificate of achievement July 2008 HEALTH CARE BUSINESS INTEGRITY from Janseen-Cilag a division of Johnson & Johnson.
* Certificate of assets Protection Policy from Janseen a division of Johnson & Johnson Pakistan.
* Certificate of achievement training Session from Glaxo Smith Kline(GSK) 2011.
* Certificate of achievement English Language Course

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| **Qualification** |  |

* BSc Pre-medical (Botany,Zoology,Chemistry) 2002
* Fsc Pre- Medical (Biology,physics,Chemistry) 2000
* Matric Science 1998

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| **COMPUTER SKILLS** |  |

* Microsoft (Word,Excel,Power Point, Outlook).
* Web Browsing and Internet Surfing.

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| **Experience in pharmaceuticals** | 13  Years |

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| **S.NO** | **Pharmaceuticals** | **Year** | **Detail** |
| **1** | **Medics Laboratories** | Aug,2002 to Sep 2003 | One year experience working as Sales Promotion Officer |
| **2** | **Platinum Pharmaceutical (PVT) Ltd** | Sep, 2003 to Jan 2005 | 17 months experience working as Sales Promotion Officer |
| **3** | **Wyeth (pvt) Ltd** | Feb,2005 to Jan, 2006 | One year experience working as medical representative |
| 4 | **Janseen a division of jhonson&jhonson Pakistan** | Feb,2006 to Aug, 2011 | Five and half years experience working as MR responsible for the promotion of Janssen Product. |
| 5 | **Vikor Gsk Pakistan** | Aug,2011 to 2015 | I work as Area Sales Manager KPK at Vikor GSK . |
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| **Special Interest/Hobbies** |  |

* Reading Books
* Traveling

**First Name of Application CV No:** **1696128**

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