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Career Aim

To obtain Administrative, Sales or Marketing position with a global business, or professional associations that is seeking individual who can analyse, organize, and manage challenging projects that promote growth through individual and product achievement.

**Work Experience**

**[ 2015 to 2017] [ Medical Sales Officer ][SAMI PHAMA]**

* Honesty.
* Obersve the comptetiors activity .
* Build plan regarding territory.
* Indentification of target customer.
* Work on relationship oriented strategy.
* Maintiane our A+customer and gaine 95%sahres.
* Time management.
* Achieve Monthly Target .
* Ganning commitment.
* Strong followup to our customers.
* Meets the target customer away from job timing for making prodcutivity laision.
* Create a pleasant relation of those persons who attched my targeted audience.
* Preplanned work.
* Win the confindence of my seniors college&hire management.
* Learn manage the people as their status.
* Designe Competitor strategy.
* Its my biggest achivement is that i did set our product name in mind of customers .
* Allocation of Resource.
* Improve the convience ability.
* Take decision regarding activity.
* During meeting describe uptodated study with facts&figure.
* Build Contigency Plan.
* Learns the paper work .
* Learns the prestation &selling stlye.
* Learn how can Conduct feedback about our customer&product.
* Arrange campe with targeted customer and got maximium sahre of days.
* I have done promoted 11 products of sami pharma which main brand as **DICLORAN**(diclofanic sodium)as growth 50%.
* I promoted different chemical substance like

DICLOFENAC SODIUM DICLOFENAC POTASSIUM

DICLOFENAC ACID DICLOFENAC DIETHYL AMMONIUM

CEFOPERAZONE SODIUM +SULBACTAM SODIUM   
 OMEPRAZOLE LEVOFLOXACIN

CEFADROXIL TIZANIDINE

GLIMEPIRIDE +METFORMINE HCL TRYPSIN+CHYMOTRYPSIN OSSEIN MINERAL COMPLEX

**[2015] [sales manager] [lu comapny]**

* Role play as sales manger.
* Motivate all tem memebrs for achiving the sales target.
* Time mangement .
* Planning .
* Deal with market mechnasium .
* Use the promotion activites for achiving the sales target.
* Invetory handled by company software known **as kop.**
* Frequent visited our area with my teams member
* To be a viglient .
* inentify need our customer .
* Convert the prospects into actual customer.
* Build storng customer relation.
* Win the trust of customer as considered **as customer is a king of market .**

**[2014] [internee as marketer] [u fone]**

* **Direct customer dealing**
* Listening the customer problems.
* Slove the customer problems in efficiecnt way.
* Deal with the market affairs.
* Know about very well customers behaviour.
* Consice answer deliverd to satisfy the customer.
* Maintanie the strong customer relation.
* Deal the customer with very politiness behaviour.
* **Selling tecquines**
* Selling benefits.
* Companies success stories.
* Selling points.
* Describe the core beneifts .
* Product feartures.
* Door to door selling.
* Value wadge.
* Customer heros.
* Marketing activites .

Achievements

* LAPTOP awarded by CHIEF MINISTER of PAKISTAN
* B.com on scholarship.
* **HEC** scholarship holderat Master level.
* Win the competition of gymnastic competition at **province level**. .
* Business seminar certificate.
* I got International tour of **Malaysia** on the bases of best **sales target achiever** in 2015.

Education

COURSE Passing Year Board/University Result

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| --- | --- | --- | --- |
| MBA(3.5year) (MARKETING) | 2015 | UNIVERSITY OF SARGODHA | CGPA 2.90  (70.1%) |
| B.COM | 2011 | PUNJAB COLLEGE GRW | 67.6% |
| I.COM | 2009 | PUNJAB COLLEGE GRW | 73.54% |
| MATRICULATION | 2007 | BISE GRW | 71.88% |

**Software Application Knewledge:**

**MS Office 2015 Soft Xpert & Commerce A+**

* MS Word
* MS Office
* MS Excel
* Statistical Package for the Social Sciences (SPSS).
* Window installization .
* Internet Operation.

Personal Profile

* Date of Birth: 10-12-1990
* Marital Status: single
* Gender: Male
* Nationality: Pakistani
* Religion ISLAM