****Name: **MAQBOOL**

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**Personal Statement**

Hard working and dedicated ***Sales & Marketing Manager*** keen to pursue a career in Business development and Sales & Marketing sector in a well-reputed organization. Eager to combine my business related experience and people-skills developed during work experience in FMGs and Pharmaceuticals sectors. My aim is to work for an organization (dedicated to customers& employees satisfaction) with employees from diverse professional background.

**Education**

**HAMDARD UNIVERSITY KARACHI, PAKISTAN**

Master in Business Administration (Marketing Management) 2011-2014.

**UNIVERSITY OF SINDH, PAKISTAN**

Bachelors of Science (BSc Biology) 2006- 2008.

**UNIVERSITY OF SINDH, PAKISTAN**

Bachelors of Arts (Political Science) 2000- 2002.

**DEGREE COLLEGE JOHI, DISTRICT DADU, SINDH**

Intermediate (Science Group) 1996 – 1998.

**Diploma/Certificate**

1. **MANAGEMENT & LEADERSHIP: GROWING AS A MANAGER (4 WEEK CERTIFICATE FROM OPEN UNIVERSITY BUSINESS SCHOOL UK & CHARTERED INSTITUTE OF MANAGEMENT) in JULY 2016.**
2. **“Excel with Top Microsoft Excel Hacks” by Kyle Pew; A Microsoft Trainer- Office Newb & Udemy on August 8, 2016.**
3. **ALIBABA- “YOUR GATEWAY TO IMPORTING AND EXPORTING PRODUCTS AROUND THE WORLD TO MAKE HUGE PROFITS” By Sir COULTON SHUELL; Instructor & Udemy on July 25, 2016.**
4. **THE NEW HR: 21st CENTURY TALENT MANAGEMENT By Sir JOSH BERSIN, Instructor &**

**Udemy; (World’s Online Learning Portal) on July 23, 2016.**

1. **INTERVIEW QUESTION: “INTERVIEW LIKE A PROFESSIONAL HRM” by ERIC ALAGAN, an**

**Instructor & Udemy on July 21, 2016.**

1. **TECHNICAL EDUCATION & MANPOWER TRAINING**

Diploma (Competency Based Diploma in Marketing) from PIMS Khyber Pakhtunkhwa in 2010-2011.

**7. SINDH BOARD OF TECHNICAL EDUCATION.**

DIT (Diploma in Information Technology) from Sindh Technical board of Karachi, Sindh 2008-2009.

Proficient in Microsoft Word, Excel, Access,Powerpoint, Google Applications as well as regular user of the Internet.

**Activities**

I am curious to study on social, scientific & business issues & latest news through different sources to get the knowledge. I am mostly an internet savvy user to keep on updating my experience of IT related technologies and apps.

**Work Experience**

**Distribution Manager** (Combined Marketing Business Distributer at Dadu, Sindh) fromApril 2016 to current.

* Managing and co-coordinating the supply chain system and providing the basic support to the team of bookers and suppliers. 

**Area Sales Manager (**Life *Pharmaceutical in Hyderabad, Dadu, Jamshoro & Nwabshah)*fromApril 2015 to Dec 2015.

* Involved in providing the basic support to the organization in penetrating the

Untouched market segments, discussed & devised marketing strategies and techniques with the marketing director for the future planning. 

**Marketing Manager** (*Shawan Pharmaceutical in Dist: Dadu, Nwabshah & Jamshoro)*fromMarch 2014- March 2015.

* + Managed& achieved result through performance- oriented sales force, helping with
* several management functions to support achieve sales targets. 
  + Arranged events and prepared to appear in medical conferences and trade shows. 

**Marketing Manager** (*Mcanzar Enterprises in Karachi)*from 20thDec 2010- 3rdJanuary 2014

* The role of a marketing manager was difficult and new for me in an FMCG set up. Developed the skill to sale the consumer goods first time under one roof & directed the

Sales team (Working there) to address the upset customer and make them purchase from our store again & again. 

**Area Sales Manager** (*High-Q Int. Pharmaceutical pvt ltd in Faisalbad, Punjab)* from 1stJune 2006- 1st

Nov 2010.

* Recruited a strong sales team, achieved the sales targets of the year assigned by the

Managing director in the area of Faisalabad division & developed personal relations with the new potential customers. 

**Medical Information Officer** (*High-Q Int. Pharmaceutical pvt ltd in Dist:Dadu & Nausher Feroz)*from April 2004- May 2006.

* Resolved the problems of retail medical stores and wholesalers.
* Gathered primary & secondary market data and kept in close communication with the end customers and submitted daily activity results and reports.

**Languages**

Fluent in Urdu, Sindhi & Excellent level of written and spoken English.

**Hobbies/Interests**

Studying different professional/social science courses on ***Future learn*** (online learning platform launched by different world top universities), studying newspaper & economics magazine &using internet for self-learning purpose.

**Reference:**

Will be furnished later