 Shoaib

Deira, Dubai

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# Personal Profile

Date of Birth September 06, 1991

Nationality Pakistani

Marital Status Single

# Career Aim

A highly efficient, results driven and capable marketing executive with a proven ability to effectively develop manage and control relationships between the company and its target audience. Having a proven track record of quickly understanding a marketing campaigns mission, vision and objective and then using the strong communication and negotiation tool to achieve sales targets. Enjoying challenging briefs & able to work to an excellent standard under considerable pressure whilst presenting a positive image to clients & colleagues. Now looking for a suitable sales position with a ambitious & exciting company.

# Academic Background

* **Pharm.D (2011-2016)**
	+ University of Sargodha, Sargodha, Pakistan.
* **Intermediate (Pre-Med) 2011**
	+ BISE Lahore
* **Matriculation (Science) 2008**
	+ BISE Lahore

**Computer Skills**

* MS Office
* Net Surfing and Browsing.

**Experience**

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| * **Working as “Pharmaceutical/Medical Sales Representative” in “English Pharmaceutical Industries” from April 01-2015 to April 30-2016.**

RESPONSIBILITIES * Arranging meetings and appointments with doctors, nurses, pharmacists and other healthcare staff and make presentations to persuade them to prescribe company’s products.
* Delivering the samples to doctors of different categories and taking orders with regular follow-ups in order to answer the possible questions asked by them.
* Attending meetings, Conferences and training secessions beneficial to achieve the yearly and monthly sales targets.
* Keeping the record up to date and documentation and reporting the feedbacks gained.
* Liaise with and persuade targeted doctors to prescribe our products utilizing effective selling skills and performing cost-benefit analysis.
* Work with sales team to develop strategies and implement brand strategies to ensure a consistent marketing message.
* Implant strategies to promote the assigned products to influence targeted group in the decision making process.
* Monitor and analyze data and market conditions to identify competitive advantage.
* Keep accurate records and documentation for reporting and feedback.
* Pursue continuous learning and professional development and stay up-to-date with latest medical data.
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| **Working as a “Assistant Product Manager” in “01 Cero-Uno Biologico Intnl. (Pvt.) Ltd”. From June 01-2016 to December 31-2017.** **RESPONSIBILITIES** * Meeting existing clients and the potential customers in order to get their interests about the products manufactured my company.
* Providing presentations and Motivational speeches to the team members in order to achieve the monthly targets.
* Implant strategies to gain the business outcomes, within or outside the targeted premises.
* Create plans for whole year to generate the expected capital and presenting them in front of upper staff.
* Working upon pre existing potent customers in order to build the current and long term future goals beneficial for company.
* Accessing the risk management of product with in the market keeping safe sides.
* Assist product managers to help departmental heads in running the day-to-day sales operations of the company.
* Involved in product planning, testing, pricing and preparation of product guides.
* Evaluate the weaknesses and strengths of their competitors’ products.
* Stable the plans for the marketed products in order to save the product from competitor’s eye and marketing trends.
* Assist the Manager in promotion of the product under development by reviewing the market information gathered before the product to be launched and amend before launching.
* Monitoring and accessing the launched product and getting people’s response to the product.

**Volunteering*** Working as a volunteer and Ambassador in Event organized by IJT Pakistan.
* Working as a volunteer in

“Akhuwat” Foundation an NGO.**LANGUAGES**Fluent in English, Urdu and Punjab. Arabic writing and reading**Hobbies** Volunteering, Coin Collecting, Reading Books, Singing, Watching Movie, Snooker and travelling.Reference:  Shall be furnished on demand |  |
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