

Cover Letter.

Dear Sir/Madam Kindly download attached C.V for the mentioned post

Name: Zubair Khan Qualification: M.A English & Post graduate diploma in applied psychology.

Experience in Pharmaceuticals

1. **Head of marketing** Paramount Pharmaceuticals Islamabad (2011-june2014)
2. **Sales Manager** Macter intenational (2005 to 2010)
3. **Planning and BDM** Paramount Pharma (2001-2005)
4. **Marketing Manager** Atlantic Pharmaceuticals Peshawar(1999-2001)
5. **ASM** Pahrmen Beximco (1997-1999)
6. **Field Officer** Reckitt & Colman (1987-1997)

Experience as a trainer& consultant HRD

Since Jan2015 I am working as HRD consultant with FRD. I have conducted following trainings.

1. Trained the presenters to spread awareness in schools regarding huge future potential for students in computer& communication technologies.
2. Training of workforce of how to bridge their full potential with their job needs.
3. Trained the presenters on educating women on apparent and implied work place exploitation.
4. Trained Squash players according to the WSF (World squash federation) guidelines to develop world class coaches.
5. Developed Marketing plan for VXL Pharmaceuticals.

References:

1. Qasim Shaikh HOM UDL Karachi 03332288205
2. Junaid Butt Ex HOM Macter Karachi 0331288812
3. Iqbal Shehzad HOM Green Star Marketing Karachi 03008400014
4. Shahnawaz Baig GM Highnoon Lahore 03338287972
5. Quddos Khan CEO AQ Traders Peshawar 03008587176
6. Farhan Ahmed Group Product Manager Hilton Karachi 03009298646
7. Ayub Shaikh HOM Leo Pharma (Zamzam Corp)Karachi 03002306232.
8. Fahim Khan Program Manager FRD Peshawar 03459777783

For a brief **video introduction** I request you to login at the following site

<http://www.vloggedin.com> and put my ID into candidate's ID which is **zubair64**. Or you may past following address into the browser address bar. <http://www.vloggedin.com/candidate/zubair64>

Thank You

Name: MOHAMMAD ZUBAIR KHAN



Hellozubair@hotmail.com

03138895958 & 03355323377

My Areas of Experties

Sales Management Budgeting and business development.

1. Product identification.
2. Devising Marketing Plans.
3. Conducting Trainings of sales force.

Human Resource Development

1. Staff training. Training of managers. Training of trainers.

Work Experience: **Pharmaceutical, FMCG (25 years)** and Education sector and HRD (one & half year):

1. **Oct-15. To date: Sales and Marketing consultant** with Khel Pharmaceutical sole distributor and promoters of VXL Pharma. India (www.vxl.com)

2. **Jan-2015. To date: Human Resource Development Consultant** with FRD.

Principal At Ghzali Institute of Medical Sciences (August-2014 to Dec-2015)

Experience in Pharmaceutical and FMCG:

1. Paramount Pharmaceuticals

Head of Marketing: Paramount Pharmaceuticals Islamabad (Feb-2011 - June 2014)

During my tenure I generated every highest sales in Paramount history.

I was Responsible for overall organizational Operation in Pakistan as well as Afghanistan. Here my responsibilities were

- All responsibilities related to Sales and Marketing.
- Hiring and Training. Developing marketing strategies. Preparation of training manuals and training modules, Designing Literatures. Conducting training workshops.
- Launched successfully two products.
- During my tenure Paramount Pharmaceuticals achieved ever highest sales in its history.

2. Macter International

Sales Manager North Macter International (June 2006 to oct-10)

- There I managed successfully for Five years a team of around 42 Members comprising of Pharma associates and Regional Sales managers.
- Successfully managed the company's operations in half of Pakistan.

- **I had highest sales achievement and good team stability within strict budgets employing, training and supervising up to 43 members of sales staff.**

3. Planning & Business Development Manager. (Sep 2001 – May 2006)

During my tenure as P&BDM I generated **EVER HIGHEST SALES** for Paramount Pharmaceuticals. I launched three products successfully.

There I was heading the Marketing team comprising of Product Managers and training managers.

My responsibilities in the company were:

- **Preparation of Product Manuals. Reporting systems & Fieldwork plans.**
- **Preparation of Literatures. Conducting training programs for the field force. Suggesting and preparing plans for the launch of new products.**
- **Devising strategies for the growth in the sales of existing range of products.**
- **Launched three products and Tinocef (cefaxime) became the most successful brand. Roxy-D is still brand leader in its genre.**

Manager of the Year 2003: In Feb-2004 I was declared Manager of the Year 2003

In January 2005 I was declared **Best Planner of the Year 2004.**

4. Marketing Manager: Atlantic Pharmaceuticals Peshawar: I was responsible for marketing and sales of the infusion business directly to distributors and merchandisers.

5. Area Sales Manager (Peshawar, Rawalpindi): Oct 1997 – Feb 2000 BexPharma Lahore

6. Field Officer: Oct 1987 – Oct 1997 Reckitt & Colman Pharmaceuticals Ltd.

Managerial Courses:

Leadership Compass Training: Attended twice (1997, 2007-08) conducted by Insolito.

Certificate on Team building and training:

Attended Many Coaching, counseling and effective salesmanship workshops.

Attended workshops on interviewing skills.

Education: Master's in English Literature in 1993 From Peshawar University.

Post Graduate Diploma in Applied Psychology from VU Pakistan

Computer: I am using computer since 1992. Took (A) grade in computer from VU Pakistan in Zero semester (6 months)

Personal Information:

Name: Mohammad Zubair Khan

Father's Name: Mohammad Saleem Khan

DOB: 15-9-1964

Domicile: Village Zaida District and Tehsil Swabi.

Present Address: H#1 L near Edhi center TV colony Chowk Swati Gate Peshawar.

Permanent Address: Muhallah Taus Khani Village Zaida District and Tehsil Swabi KPK.