

Adeel Ahmed Sheikh

House # 20, Street # 5,
Block – B, Eden Value Homes,
Thokar Niaz Baig, Lahore, Pakistan.
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Education:

Academic:

MBA	Cont	3 rd	Aiou
BCOM	2004	1028	PGC
Inter	2002	816	PGC
Matric	2000	735	SGD

Professional :

Management Challenges	DANONE Abroad
Danone Leadership Course	DANONE, Abroad
Recruitment with CODE	DANONE, Abroad
Excellence in Field Management	CCL, Lahore
Winning Mindset	DANONE, Karachi
Medical and Product Knowledge	Lots of

Achievements:

-> Got promotions and new Roles regularly
-> Earned International Trainings & Workshops
-> Earned Contacts in south/central/north Punjab and KPK
-> Lots of incentives/Prizes

PERSONAL PORTFOLIO:

- * Effective communication, interpersonal and leadership skills.
- * Emotionally intelligent, Adaptable, quick learner and patient.
- * Proactive, Independent, self-motivated, quick in meeting objectives
- * Innovative, analytical, result-oriented and good organizer.

Functional Areas:

More than 9 years of FMCG, Nutrition & Pharmaceuticals Sales experience that includes extensive experience in Sales Operations Management, Sales Analysis , Supply Chain Management , Activations, Team Development, Marketing Mix For Demand Generation, Team Motivation.

I am currently working as Field Sales Manager for Danone.

The Professional Career features four leading Multinational & National companies **DANONE Nutricia**, **CCL Pharmaceuticals**, **Getz Pharma** and **Himont**.

Along with extensive sales management portfolio experience I have worked with multicultural teams from different provinces in DANONE and previous companies which has really enriched my competency of managing teams from different environments.

Career Summary

DANONE Nutricia ELN	Field Sales Manager – South	Oct 15 – Present
DANONE Nutricia ELN	Field Sales Manager – KPK & AJ	July 14 – Oct 15
DANONE Nutricia ELN	Field Sales Manager – North	Jan 14 – July 14
DANONE Nutricia ELN	Medical Representative - RWP	Nov 11 – Dec 13
CCL Pharmaceuticals	Hepatology Manager – Lahore	July 10 – Oct 11
CCL Pharmaceuticals	Hepatology Coordinator –Lahore	Aug 08 – July 10
Getz Pharma	Territory Manager – Lahore	Jan 08 – Aug 08
Himont Pharmaceuticals	Sales Promotion Officer – Lahore	Jan 07 – Dec 07

Relevant Info:

Name	Adeel Ahmed Sheikh
Father's Name	Noor Ahmed Sajjad
Religion	Islam
Marital Status	Married (2S & 1D)
Date of Birth	24-03-1984
N.I.C. #	35202-9069653-7
Passport #	VB1156531
Driving License#	2003/22785

References :

Healthy References are available on request.