

C.V

Name: MOHAMMAD ZUBAIR KHAN

Qualification: M.A English & Post Graduate Diploma in Applied Psychology

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My Areas of Experties

Sales Management Budgeting and business development.


1. Product identification and launching strategy.
2. Developing Marketing Plans.
3. Conducting Trainings of sales force.

Human Resource Development:

- Developing Career Path plans. Staff training.
- Training of managers. Training of trainers.

Since Jan-2016 I am working as SM North with a Lahore based Pharmaceutical manufacturing company.

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

In Nov.2014 I Started My own institute (Subhash Educations complex University Road Peshawar) Along with that I had been working with the mentioned organizations.  The institute was closed down by Army on security concerns on Oct-2015. Since Jan-16 I am working as SM in Lahore base pharmaceutical.	<u>Principal At Ghzali Institute of Medical Sciences</u> (August-2014 to Dec-2015)
	<u>Jan-2015. To Jan.2016: Human Resource Development Consultant</u> with FRD.
	<u>Oct-15. To Nov-2015: Sales and Marketing consultant</u> with Khel Pharmaceutical sole distributor and promoters of VXL Pharma. India (www.vxl.com)

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.

2. Macter International

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

- I worked SM of three groups.
- My sales were always higher compare to all Sales Managers.
- Launched very successfully new products.
- There I managed successfully for Five years a team of around 43 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 record 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 Mangers 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.

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.

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 Disstt and Tehsil Swabi KPK.

Cover Letter

Experience in Pharmaceuticals

1. **Head of marketing** Paramount Pharmaceuticals Islamabad (2011-2014)
2. **Sales Manager** Macter international (2006 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: Jan2015 Till Feb 2016 worked 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