

Muhammad Yousuf

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OBJECTIVE

A position in international sales & marketing management in which my strong interpersonal and organizational skills will have valuable application.

EDUCATION

2009 – 2011	MBA (Marketing) University of Sargodha, Pakistan (Silver Medalist)
2003 – 2008	Pharm.D (Doctor of Pharmacy) BZU Multan, Pakistan
2001 – 2003	Secondary School Certificates BISE Multan, Pakistan

WORK EXPERIENCE

Business Development Manager

(Export & Institution)

Caraway Pharmaceuticals Pakistan

Jan 2016 to Present

Islamabad/Pak

(International Business Development)

- Representing company at industry association meeting and trade shows to promote products.
- Planning and implementing export strategy consistent with overall company requirements.
- Always looking for new clients, following up big old clients in an attempt to increase their current sales volume by providing new products and enhance existing relationship.
- Apply for Company Registration and products in new territories.
- Handling all kind of export activities.
- Work with technical staff and other internal colleagues to meet customer needs.
- Present to Director Operations on business trends with a view to developing new products.
- Currently working in Sri Lanka, Afghanistan, and Nigeria, ASEAN countries, CIS countries & various French African Countries.

(Institution Business Development)

- Generating orders and maintaining supply chain process.
- Generating more business opportunities in the assigned areas for assigned products.
- Preparing quotations, tenders, ensuring on time supplies, having good relations with customers and continuing to improve them.
- Coordinate with pricing team for pricing approvals.
- Respond against tender Business according to PPRA rule.

Export Executive:

Caraway Pharmaceuticals Pakistan

July 2014 to Dec 2015

Islamabad/Pak

- Managed and prepared the necessary documentation/Dossiers on various formats (ACTD) as per different drug regulatory authorities and ministries guidelines.
- Managed the movement of products out of the country in accordance with organizational policy and procedures and to comply with the local and international law.
- Coordinated with banks for preparation of documents under Advance. LC and DA terms shipments.
- Coordinated with different departments internally to ensure product and packing quality.
- Managed the shipping operations by coordinating with logistics services providers to achieve best rates and preparing shipping documents for air and sea shipments, tracing containers after shipment and getting feedback from customer after shipment reached at destination.
- Arranged quarterly and yearly export sales reports, reported to the Director operations, and the Chief executive.

Sales Executive:**Gholam Rasul General Trading****January 2014 to July 2014****Dubai/UAE**

- Assisted customers with questions needs and purchases.
- Assisted customers with purchase decisions.
- Ensured that all customers receive excellent service through direct salesmanship.

Retail Pharmacist:**Looked after family business****March 2012 to November 2013****Multan/Pak**

- Provided advice about health issues, symptoms and medications in response to customer enquiries
- Recruited, trained and managed staff
- Processed prescriptions and dispensed medication
- Ordered, sold and controlled medicines and other stock
- Met with medical representatives
- Managed budgets
- kept financial records
- Prepared publicity materials and displays

Sales Executive:**Barrett Hodgson Pharmaceuticals****September 2009 to August 2011****Multan/Pak**

- Arranged appointments with doctors, pharmacists and hospital medical teams, which include pre-arranged appointments or regular 'cold' calling.
- Listened to customer requirements and presented appropriately to make a sale.
- Kept detailed records of all contacts.
- Regularly attended company meetings, technical data presentations and briefings.
- Monitored competitor activity and competitors' products
- Maintained and developed relationships with existing customers via telephone and emails.
- Negotiated the terms of an agreement and closing sales.
- Stayed informed about the activities of health services in a particular area

COMPUTER SKILLS

- Peachtree
- MS Excel
- MS word
- Internet

Languages

- English
- Urdu