

Name: MOHAMMAD ZUBAIR KHAN

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My Areas of Expertise:

Sales Management Budgeting and business development.

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

Human Resource Development

1. Staff training.
2. Training of managers.
3. 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.

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 Managers and training managers.

My responsibilities in the company were:

- Preparation of Product Manuals.
- Fieldwork plans.
- Reporting systems.
- 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 (L.S.cont)

Computer: I am using computer since 1992. Took (A) grade in computer paper 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.