# **ABDUL SAMAD PAUL**

House # 250-Block 1 Sector D-II

Green Town Lahore. Pakistan.

abdulsamadpaul@gmail.com

[abdulsamadpaul@yahoo.com](mailto:abdulsamadpaul@yahoo.com)

Mobile: +923214035085

Res: +92 4235113037

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| Objective: |

**To be a responsible team member for a growth-oriented organization where I can utilize my knowledge, experience and abilities for achieving the objectives and goals of the organization.**

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| Personal Information: |

**Father’s Name: Abdul Qayyum Paul.**

**Nationality: Pakistani.**

**Religion: Islam**

**Domicile: Lahore.**

**Date of Birth: March 06th 1981.**

**Marital Status: Married, Two Kids.**

**I.D Card No. 35202-2466796-1**

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| Education: |

**1999-2004 Punjab University Lahore.**

Bachelor of Science (Botany, Zoology & Chemistry)

**1997-1999 Govt. Islamia College Railway Road Lahore**.

Board of Intermediate and Secondary Education

**1997 Al Haseeb Public Model High School Lahore.**

Board of Intermediate and Secondary Education

**1994 Hafiz-Quran**

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| Work Experience: |

* **Bayer Pakistan Consumer Health and Dermatology** from26 March 2008as **Sr. FMO**
* **3.5 Years’** experience as **Territory Manager** in General business unit of **Abbott Labs (Pvt) Ltd.**
* **1 year** experience as an **Assistant Pharmacist** in **MediPak Pvt Ltd**.

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| Awards & Achievements: |

* **101%** YTD Achievementtill **October 2015.**
* **1st prize** on **Travocort Brand** Achievementin **2014.**
* **YTD Ach of 2014** is **116%** also in **Top 5 FMOs.**
* **Received Certificate of Excellence as a FMO of the Best Team for the year 2013.**
* **YTD Ach 2013** is **105%.**
* **YTD Ach 2012** is **106%.**
* In **Top 10 FMOs** in **2010** and **2011.**
* Inclusion of **Advantan** inFormulary of **Children Hospital** &Purchase of **Advantan** in **Children Hospital** in **2010.**
* **4th Position in Sales** in **Bayer Schering 2009.**
* **1st Award** in **Sales Force Excellence Competition** 3 Times in **2008-09**
* **2nd Position** 2 Times in **initial trainings** in **Bayer Pakistan.**
* **Best Selling prize of Travocort** in **Bayer Schering in 2009.**
* **Best Selling Prize of Abocal** in **Abbott Labs Pakistan.**
* **1st Position** in **Abbott initial Training.**

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| Professional Trainings: |

* Attended Workshop on **Coaching and Mentoring** in 2014
* Attended Workshop on **Time Management** in 2014
* Attended Workshop on **Presentation Skills** in 2014
* **LIFE** by Nadeem Chohan and **Farhad Karmally of Navitus**, Bangkok 2012.
* **Khudi** by Nadeem Chohan and **Farhad Karmally of Navitus**, Bangkok 2011.
* **Shaheen** by Sumair Abro and **Nadeem Chowhan of Navitus**, Bangkok 2010.
* Four days training workshop on **Advance Selling Skills** by **Dr. Hussain Ali**.
* **Star Behavior** workshop By **Dr. Hussain Ali**.
* **Basic Training** Course in **Bayer** in **2008.**
* **Attended Workshop on Two Wheelers Safety Training in 2006**
* **Training of Selling Skills TOPS (Techniques of Persuasive Selling)** in **Abbott**.
* **Basic Training** course in **Abbott Labs Pvt Ltd.**

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| Skills Acquired: |

* **Communication skills.**
* **Proficient in English, Urdu.**
* **Interpersonal Skills.**
* **Satisfactory Computer Knowledge.**
* **Leadership Qualities.**
* **Adapt easily to dynamic environment.**
* **Excellent learning abilities.**
* **Management Skills.**
* **Ready to accept the challenges.**
* **Open minded with a great sense of team work.**

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| Computer Skills: |

* **Proficient in MS Office.**
* **Internet Surfing.**

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| Hobbies & Extra-curricular Activities: |

* **Playing Cricket.**
* **Man of the Match Award in Bayer Family Festival Cricket match in 2015.**
* **Watching Movies.**

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| Reference: |

* **Can be provided if needed.**