**AMIR BUKHARI**

22-E Block Sabzazar Lahore.

Cell # : 0321-4043054

Email: [amirbukhari22@gmail.com](mailto:amirbukhari22@gmail.com)

**PROFILE:**

* Highly skilled sales management professional with over 16 years experience in national organizations, with a proven talent and understanding in business system and sales development tools.
* Consistently recognized by colleagues for developing results, team leadership qualities and effective management style in any environment. Have a positive mindset, motivated to lead and succeed with good communication skills.

**WORK HISTORY:**

|  |  |  |
| --- | --- | --- |
| Pharmix laboratories Pvt, Ltd | Sales Manager | Oct, 2013 (Continue) |
| Sharooq pharmaceutical | Zonal Sales Manager | Nov,2011 -Sep 2013 |
| Fozan pharmaceutical | Regional Sales Manager | Dec, 2010-Oct, 2011 |
| Pharmix laboratories Pvt, Ltd | Regional Sales Manager  Area Sales Manager  Sales Promotion officer | Oct, 2006-Dec, 2010  Oct, 2002-Sep, 2006  May, 1999-Oct, 2002 |
| IBL Pharmaceutical | Sales Promotion officer | Oct, 1997- May, 1999 |
| Coca Cola Bottlers Ltd | Account Officer | Jan, 1990-Oct, 1997 |

**PROFESSIONAL ACHIVEMENTS:**

**PHARMIX LABORATORIES PVT. LTD**

* I am working as Sales manager center Punjab (Lahore,Gujranwala,Sialkot Narowale,Shaker Ghar,Hafizabad,Mandi Bahul Din,Shekhupura,Nankana,Kasur,& gujrat Districts) in Pharmix pharmaceutical and looking after company business as follows.
* Successfully lead a team of 36 medical information officers with 6-area sales managers & 2 Regional sales Managers. The contribution of my region was 27% at national level.
* Recruited the best front line officers to get the early and maximum share from the market.
* Appointed 10- financially sound distributors in all territories and developed the complete network.
* Arranged launching activities successfully in the region by involving leading doctors.

**Shrooq Pharmaceuticals**

* I am working as a zonal sales manager center region (Lahore, Sheikhupura and kasure) in Shrooq pharmaceutical and looking after company business as follows.
* Successfully lead a team of 12 medical information officers with 2-area sales managers. The contribution of Lahore region was 21% at national level.
* Recruited the best front line officers to get the early and maximum share from the market.
* Appointed 2- financially sound distributors in all territories and developed the complete network.
* Arranged launching activities successfully in the region by involving leading doctors.

**Fozan Pharmaceuticals**

* I was working as a zonal sales manager center region (Lahore, Sheikhupura and kasure) in Fozan pharmaceutical and looking after company business as follows.
* Successfully lead a team of 08 medical information officers with 2-area sales managers. The contribution of Lahore region was 19% at national level.
* Recruited the best front line officers to get the early and maximum share from the market.
* Appointed 2- financially sound distributors in all territories and developed the complete network.
* Arranged launching activities successfully in the region by involving leading doctors.

**PHARMIX LABORATORIES PVT. LTD**

* I was working as a Regional sales manager center region (Lahore, Gujranwala,Sialkot & gujrat) in Pharmix pharmaceutical and looking after company business as follows.
* Successfully lead a team of 10 medical information officers with 3-area sales managers. The contribution of Lahore region was 21% at national level.
* Recruited the best front line officers to get the early and maximum share from the market.
* Appointed 6- financially sound distributors in all territories and developed the complete network.
* Arranged launching activities successfully in the region by involving leading doctors.

**PHARMIX LABORATORIES PVT. LTD**

* Successfully lead a team of 5medical information officers with as an area sales managers. The contribution of Lahore region was 112% YTD.
* Recruited the best front line officers to get the early and maximum share from the market.
* Appointed 6- financially sound distributors in all territories and developed the complete network.
* Arranged launching activities successfully in the region by involving leading doctors.

**PHARMIX LABORATORIES PVT. LTD**

* Hold 1st position in extensive training of pharmix in Pakistan.
* Achieve all the assigned sales plans both unit wise and value wise during job tenure in pharmix more than 120%.
* Won “ Best SPO Award” in 1999 and 2002 for the products **Alergo** and **Provin** 550mg.
* Actively participated in the all educational programs of **Pharmix.**
* Conducted camps for poor patients in hospital out door and leading doctors clinics.

**IBI LABORATORIES PVT. LTD**

* Achieved all my assigned sales plans both unit wise and value wise after 2nd quarter of my job tenure in IBI more than 103%.
* Conducted camps for Neurology patients in hospital outdoor and leading doctors clinics for the product “ FLUSOREX”

**EDUCATION**

Bcom

**Computer Training Courses**

Oracle developer 2000

**EXTRA CURRICULAR**

* Book Reading, Net surfing.
* Member of YPA (Young Pioneer Association) A social welfare organization.

**PERSONAL INFORMATION**

Full Name Syed Amir Tousef Bukhari

Father Name Syed Tabassum Mehmood Bukhari

Date of Birth 16th March 1972

Nationality Pakistani

N.I.C No. 35202-3831953-1

Marital Status Married

Religion Islam

Language Urdu and English