**Faisal Khan**   
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***For* NATIONAL SALES MANAGER**

■ Career Summary

19 years’ experience in developing and executing marketing strategies with the unique ability to understand the ongoing market scenario and customers trends using exceptional marketing communication skills, including:

* Strategic planning and strategic leadership.
* Decisive: Capable of delivering quick solutions to the marketing challenges.
* Extensive travelling to almost each and every part of Pakistan regarding gaining Pharma business
* Result oriented: Ability to achieve target within given time.

**Objective Statement**

Obtain a position that will enable use strong sales/marketing background, interpersonal skills and managerial abilities for achieving the company’s marketing goals in the best possible way.

■ Professional Experience

**Product & Sales Manager** Allmed Lab.                   2014 – Present

Designed annual marketing plans to achieve the organizational goals and monitored the implementation of marketing strategies to achieve sales targets from a team of 80(4 RSM 14 DFM 62 PS) at National level.

**Dept. Business Unit Manager** Amarant Pharma 2012 - 2014

* Look after 2 groups at national level consisting of 120 person’s altogether.
* Successfully launched Ceftriaxone (Amtraxa) and made it 20 million brand in six months
* Took South region sales from 5 million to 20 million together with dedicated team persons.

**Business Manager** Swiss Pharma 2010-2012

* Lead a team comprises of 55 persons
* Launch a brand Swissmax (cranberry sachet) and make 12 million brand in first year.

**Product Manager** Swiss Pharma 2009-2010

* Development of Comprehensive Marketing Plans & Strategies.
* Developing product launching schemes and plans.
* Literatures designing.
* Training and developments of field force.

**Regional Sales Manager** Tabros Pharma 2008-2009

* Lead sales team from Karachi to multan (5 mngrs 25 SPO) to achieve sales objectives.
* Identifying potential customers and convert them to product with team personals
* Motivated the subordinates to work hard by assisting them.
* Increase sales of brand Ronil from 1000 units to 5000 units of 1g

**Area Sales Manager** Bosch Pharma 2006-2008

* Sales strategy, team leading (20 Medical Representatives), key account management in doctor segment and sales support.
* Part of team launch Maclacin (clarithromycin) and become the highest seller from first quarter.

**Professional Services Representative** Pfizer 2004-2006

* Part of team which launch Zeldox (Schezophrenia) which in 6 months become a 20 million brand
* Successfully achieved quarterly targets

**Senior Medical Sales Officer** Sami Pharma 2000-2004

* Part of team which launched Novidat(extensions), Dicloran(extensions) and Oxidil.
* Worked as base SMSO in Civil, Jinnah, Abbasi and almost worked in all major areas of Karachi.

**Territory Manager** Hilton Pharma 1999-2000

* Part of team launched Artem (artemether), Cefim (cefixime) and Unix (Nimesulide)
* Highest seller of Artem in 1999 across Pakistan

**Medical Sales Officer** Herbion 1998-1999

* Part of team launched Verona (biostimulator) and Linkus (cough suppressant)

■ Educational Qualifications

* MBA degree in marketing.
* Master in I.R
* Bachelor in Commerce
* Intermediate in Science