MUHAMMAD SAJID KAMAL 

***OBJECTIVE: “To become the part of core Team (Sales& Marketing) in any Reputable Organization****”*

## *Address: BAIT UL QAMAR CB/17K, GARDEN TOWN SHAIR SHAH ROAD MULTAN:*

***Father’s Name****:* ***IMAM- UD- DIN QURESHI***

#### ***Date of Birth****:* ***14-08-1979***

***Marital Status****:* ***MARRIED***

#### ***N.I.C. # 32403-2630870-9***

***Domicile:******RAJAN PUR (Punjab)***

***Contact #******0335-4994488, 0333-8820875***

***Email****:****[sajidkamal\_1979@yahoo.com](mailto:sajidkamal_1979@yahoo.com), sajid.kamal@ferozsons-labs.com***

***QUALIFICATION:***

***►M.Sc. Zoology. B.Z.University Multan. 2002***

***►B.Sc. [Zoology, Botany, Chemistry.] B.Z.U Multan 1999***

***►F.Sc. [Pre-Medical] B.I.S.E. D.G.KHAN 1996***

*►****Matriculation [Science] B.I.S.E. D.G.KHAN 1993***

***EXPERIENCE:***

***► Working As a “Zonal Sales Manager” in Ferozsons Labs (19th October 2013-Till to Date)***

***►Worked as a “Sales Manager” in Hilton Pharma (Cardio) (Dec.2011-Oct.2013)***

***►In September, 2009 promoted as a “Regional Manager”with in OBS formerly MSD Pakistan.***

***►5-years (Feb.2004 Till Sep.2009) worked as a “Professional Sales Officer” {PSO} in Merck Sharp & Dohme. M.S.D] which is now the part of (OBS) a Group of Companies.***

***►Start Career (jan.2002) worked as a Sales Promotion officer in Reckitt &Benkizer [Muller&Phipps] Consumer Division Till Jan.2004.***

***AREA EXPOSURE****:*

***Multan Region***

***Bahawalpur Region***

***RYK Region***

***Faisalabad Region***

***DIK Region***

***Sukkur Region***

# *TRAINING&DEVLOPMENTS:*

***► PC.1 (Professional Communication 1)***

***► PC.2 (Professional Communication 2)***

***► Four Pillars of Marketing.***

***► Merck Principles and Marketing.***

***► Merck’s Code of Ethics****.*

***► EIS*** *(****Excellence in Selling)***

***►P.S.S (professional Selling Skills)***

***►Management development programme***

***►Leader ship skills***

***SKILLS and PERSONAL PROFILE:***

***►MS-Office, Internet. Strategic and tactical planning.***

***►Competitive Sales Analysis.***

***►Target oriented Marketing and penetration.***

***►capability to handle issues at distribution, supply chain.***

***►Coordination with sales team&working as a bridge b/w sales Team&Head office.***

***►KOLs Engagement***

***►Event Management***

# *Achievements:*

***► Declared consecutively three times for Elite Club Member&Won Foreign trip for motivational meeting with MD***

***► Declared as a “highest Achiever” in C.M.H Multan on Pakistan level in 2009 for (Renitec group)***

***►Declared as a best PSO (umrah package) in 2009 for highest sales achievement at national level.***

***►Declared as a best Regional Manager in 2010 in cardiovascular business unit in Dubai on Annual Sales Conference***