**Furqan ullah khan**

**E-mail: kfurqanullah4@gmail.com**

Address: B-20/562 Indus Mehran Society

Malir, Karachi -Pakistan

Mob. No: 03002373644

**P R O F I L E**

I have got rich experience in dealing injection antibiotics, wound managements / anti-inflammatory /anti-rheumatics / Harmon replacement therapy (HRT) / Dermatology products as well, launched and worked in a Multinational /National company currently and got expertise of Management and Sales & Marketing.

A professional with sound sales and marketing background blended with diversified experience. Good communication and interpersonal skills, able to relate experience, knowledge & skills well at all levels and develop strong business relationships. Member **of Sales Star Club.** Strong Team player and I am seeking a challenging opportunity in a best environment.

* Father’s Name Zafar Ullah Khan
* Date of Birth: 08,feb 1973
* Nationality: Pakistani
* Language English, Urdu.
* License: Valid driving license, Pakistan
* Visited UAE, KSA, etc

**Professional Skills and Member**

* Good Communication Skills and Strong Decision Maker
* Analytical and Problem Solving Approach
* Pharmaceutical Sales Accountant s
* Corporate Compliance and Ethics
* Sales Planning and Budgeting
* Strong Team player
* Member of star club in Wyeth (Pfizer) .

**Academic Credentials**

* Master (**MBA Marketing &Sales)** Preston University, Karachi. Pakistan.
* Bachelor **(biology & chemistry)** Karachi University, Karachi. Pakistan.
* Intermediate (Pre Med.) Karachi, Pakistan.

**Professional Academic Credentials**

**Computer Skills**

Microsoft word

Microsoft Excel

Microsoft power point.

**PROFESSIONAL EXPERIENCE**

**Sales / Commercial & Marketing / Taus pharmaceutical 2009 to 2015**

**Area sales Manager**

**RESPONSIBILITIES:**

* Exceeded sales and marketing targets for the Karachi markets as set out in annual regional management plans.
* Assessed the profitability of each market & developed a product strategy to maximize
* Liaised with the sales network to marketing strategies for carriers.
* Developed an understanding of the supply, logistics & cost structures of each market in order to maximize.
* Prepared projected costing product-wise for Area in subsequent.
* Supervised debtors & creditors’ their aging and reconciliation.
* Developing Sales models, budgets and strategic plans.
* Introduced controlled documents & procedures to ensure smooth operations and proper update.
* Regular reconciliation of all accounts to maintain high level of accuracy.
* Coordinate & negotiate sales contracts via competitive tender processes covering price structure, volume, credit terms & other conditions.
* Maintain close communications with clients to ensure procurements.
* Coordinate with Company and client’s enquiries and provide detailed report.
* Handle administratively highly complex.
* Provide accurate information to the marketing department concerning market behavior.
* **Sales / Commercial & Marketing / Raazee Therapeutic pharmaceutical 2008 to Jan 2009**
* **Area sales Manager**
* **RESPONSIBILITIES:**
* Exceeded sales and marketing targets for the Karachi markets as set out in annual regional management plans.
* Assessed the profitability of each market & developed a product strategy to maximize
* Liaised with the sales network to marketing strategies for carriers.
* Developed an understanding of the supply, logistics & cost structures of each market in order to maximize.
* Prepared projected costing product-wise for pricing in subsequent Institution.
* **Sales / Commercial & Marketing / Saffron pharmaceutical Jan2006 to Jan 2008**
* **Field sales Manager.**
* **RESPONSIBILITIES:**
* To handle any complain from the customer and resolve issue in accordance with company policy.

Attend various meeting at Management level.

* To promote products to selected Doctors in accordance with promotional program.
* To complete knowledge to company products and competition.
* Coordinate with auditor during annual report
* To manipulate the budget, and analyzing

**Sales / Commercial & Marketing / Wyeth pharmaceuticals (Pfizer) 1996 to Dec2005**

**Territory Sales Officer (Karachi /Panjgor/Bella/Awaran)**

* To handle any complain from the customer and resolve issue in accordance with company policy.

Attend various meeting at Management level.

* To promote products to selected Doctors in accordance with promotional program.
* To complete knowledge to company products and competition.
* Coordinate with auditor during annual report
* To manipulate the budget, and analyzing

**Accolade**

Appreciation Letters awarded in different financial years from following members of Management of **Wyeth & Saffron/:**

1. Performance with Punctual award **(WYETH)**
2. Sales Manager awarded Appreciation Letter **Twice .(Wyeth)**
3. **CEO awarded Member of Sales Star club (Wyeth).**

* Manager Sales Procurement & Logistics Department **(Saffron).**
* Manager sales /marketing Annual sales achievement **(Saffron).**

**Available as soon as possible. Contact 03002373644**