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***Contact #***

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Flat # C-8, Minhaj Royal Tower, Usaf Karkhana, Warsak Road, Peshawar.

***HOBBIES***

Reading Books, Playing Cricket, Internet Surfing, Watching Movies.

**Jameel Ahmad Khan. B.A**

***In Sales since 1999.***

***OBJECTIVE***

Seeking a challenging & growth oriented position in a reputable and progressive organization that offers a dynamic environment, a stable career path and an opportunity to apply my qualification and experience to the fullest and prove myself by being a part of further growth of the organization.

***PERSONAL DATA***

Father Name : **Sultan Nadir Khan**

Date of Birth : 21/04/1978

Nationality : Pakistani

Domicile : Chitral (Khyber Pakhtun khwa)

Religion : Islam

Marital Status : Married

***QUALIFICATIONS***

**BACHLOR DEGREE**

Degree : B.A

Marks : 301

Institute : Government Degree College, Peshawar.

**F.Sc CERTIFICATE**

Degree : F.Sc

Marks : 590 (1996)

Institute : Government Degree College, Peshawar.

**SECONDARY SCHOOL CERTIFICATE**

Certificate : S.S.C

Marks : 589 (1994)

Institute : Peshawar Model School, Peshawar.

***Languages***

English : Speak /Read/Write

Urdu : Speak /Read/Write

Chitrali : Speak /Read

Pashto : Speak /Read

Punjabi : Speak /Read

Hindko : Speak /Read

Persian : Speak /Read

***SKILLS***

1. Management and sales
2. Identify & develop prospects
3. Training/developing Team
4. Administration (Office / Field)
5. Analytic skills
6. Micro & Macro Assessment of Fields Operations
7. Marketing
8. Training to Field Force ( Office/ On job)
9. Field Director
10. Sales order management
11. Distribution Handling
12. Development of Customers
13. Conducting Surveys
14. Facilitator and Coordinator for Projects
15. Presentation (Customers & Field Force)
16. Product Management
17. Brand Promoter
18. Project Manager
19. Delivering Presentations
20. Microsoft Office

***Experience (Latest first)***

**Al Habib Pharma**

As Regional Sales Manager Peshawar. 21st March 2016 til to date……..

Responsible for Peshawar Region

* I am responsible to hire or assign right person for the right job.
* Make a team; develop them to properly fulfill the job as per the company requirements.
* To go to each and every doctor and area with each and every colleague at least once a quarter, to check him and to give him on job training and coaching.
* To develop close liaison with distributor for company benefit, he should build the proper levels of stocks, send DD to company on time, Sales men should cover the market properly and if some order given to my colleague, should be supplied on time.

**Laderle Biotech**

As Sales Manager North. Oct 2015 to Feb 2016.

Responsible for KPK + Pindi Region

* I was responsible to hire or assign right person for the right job.
* Make a team; develop them to properly fulfill the job as per the company requirements.
* To go to each and every doctor and area with each and every colleague at least once a quarter, to check him and to give him on job training and coaching.
* To develop close liaison with distributor for company benefit, he should build the proper levels of stocks, send DD to company on time, Sales men should cover the market properly and if some order given to my colleague, should be supplied on time.

**Libra Pharma**

2.5 years as product manager (April 2013 to Sept 2015).

Responsible for Team A (Gynae) & Team B (Injectibles)

* I was responsible for making strategies to ensure a continuous growth for the products.
* To observe competitor brands and their strategies.
* To train and develop the team by giving training sessions during meeting or when scheduled.
* To answer questions asked by doctors from field force.
* To fulfill demands of the customers.
* To check the stocks levels at head office as per the need of the coming month.
* To ensure field force receive samples and literatures and gifts (if planned) on time.

**Hilton Pharma**

3 years (November 2009 to March 2013) as ASM, Kohat based, Cardio Group.

Responsible for 4 groups, Rolip (Rosuvastatin) cardio group, Omsana (Olmisartan) cardio group, Citanew (Escitalopram) Psychiatry group and Lefora (Leflonamide) Ortho group. The area I was covering was Kohat to Sadda, Karrak to Miran Shah and Lakki Marwat.

* I was responsible to hire or assign right person for the right job.
* Make a team, develop them to properly fulfill the job as per the company requirements.
* To go to each and every doctor and area with each and every colleague at least once a quarter, to check him and to give him on job training and coaching.
* To develop close liaison with distributor for company benefit, he should build the proper levels of stocks, send DD to company on time, Sales men should cover the market properly and if some order given to my colleague, should be supplied on time.

**Promotion**

**Servier Research & Pharma**

3 years (October 2006 to November 2009) as SBA, Peshawar based, Vastarel-MR Group.

Vastarel-MR (Trimetazidine), Daflon-500 (Diosmine 450 + Hesperidins 50) and Pretarax (Perindopril + Indapamide). The area I was covering was, Lady Reading Hospital Peshawar, Hayatabad Medical Complex Peshawar, Khyber Teaching Hospital Peshawar, Rehman Medical Institute Peshawar. According to the products nature, Cardiology, and Medical were my focus.

* I had to visit only the leading consultants and Opinion Leaders for my products and convince them to prescribe them on bases of merits of the product over competitor brands.
* I had to see the market, which competitor brand is being prescribed by which doctor so that I can plan a re-butte against it.
* Also the stocks level in the chemist shelves. Either distributor is doing his job properly or no.
* Apart from this I was trained and responsible for presentations in district Peshawar, when and where needed.
* My district manager was based at Pindi and used to come once a month and in his absence I was responsible to check sales level in the whole region, find reasons of low sale and after permission, immediate measures to alter the situation.
* Also to check the knowledge level of my colleagues regarding product and new studies and update them.

**Servier Research & Pharma**

5 years (Jan 2000 to October 2006) as MIO, Peshawar based, Vastarel-MR Group.

Vastarel-MR (Trimetazidine), Daflon-500 (Diosmine 450 + Hesperidins 50) and Stablon (Tianeptine). The area I was covering was, Hayatabad Medical Complex Peshawar, Wapda Hospital Peshawar, Cantonment General Hospital, Combined Military Hospital Peshawar, Police Hospital, PTCL Dispensary Peshawar, Nowshera complete, Bannu complete, DIKhan complete, and Miran Shah complete. According to the products nature, Cardiology, gynae, surgeons, GPs and Medical were my focus.

* I had to visit the doctors for my products and convince them to prescribe them on bases of merits of the product over competitor brands.
* I had to see the market, which competitor brand is being prescribed by which doctor so that I can plan a re-butte against it.
* Also the stocks level in the chemist shelves. Either distributor is doing his job properly or no.

**Hoechst Marion Russell**

1 year (March 1999 to Jan 2000) as SPO, Peshawar based, Claforan Group.

Claforan (Cefotaxime Sodium), Orelox (Cefpodoxime Proxetil) and Haemaccel (Polygeline. 3,5%). The area I was covering was, Khyber Teaching Hospital Peshawar, Leady Reading Hospital Peshawar, Cantonment General Hospital, Combined Military Hospital, Nowshera complete, Bannu complete, Karrak complete, and Miran Shah complete. According to the products nature, Paeds, gynae, surgeons, medical and GPs were my focus.

* I had to visit the doctors for my products and convince them to prescribe them on bases of merits of the product over competitor brands.
* I had to see the market, which competitor brand is being prescribed by which doctor so that I can plan a re-butte against it.
* Also the stocks level in the chemist shelves. Either distributor is doing his job properly or no.

**Products Promoted**

1. Claforan (Cefotaxime)
2. Orelox (Cefpodoxime)
3. Haemaccel (Polygeline)
4. Vastarel-MR (Trimetazidine)
5. Daflon-500 (Diosmin + Hesperadine)
6. Preterax (Perindopril + Indapamide)
7. Stablon (Tianeptine)
8. Diamicron – MR (Gliclazide)
9. Citanew (Escitalopram)

**References**

1. ***Mr. Nadeem ul Ghani Manager & teacher in Servier. 0300-5849321***
2. ***Mr. Misbah ul Hafeez Sales Manager and boss in Hilton. 0333-9626630***
3. ***Mr. Fakhrul Islam Sales Manager and boss in Hilton 0333-9475957***
4. ***Mr. Murtaza Khan National Sales Manager in Libra. 0335-5134979***

***More references could be provided as per the requirement. (These all were my superiors and can give best feed-back about me)***