**Personal Details:**

**Name: Mahmood Ahmad**

**Father’s Name: Abdul Hayee**

**D.O.B: 14-12-1965**

**Marital Status: Married**

**Domicile: Punjab**

**Residential Address: H#663/1, Lane#6, Peshawar**

**Road, Rawalpindi**

**Ph No: 051-5490509**

**Cell No: 0334-0804850**

**E-mail Address:** [mahmoodghakhar@hotmail.com](mailto:mahmoodghakhar@hotmail.com)

**Qualification: Bachelor of Science**

**Personal Experience:**

**Worked as a Territory Manager for Abbot Lab (pvt) Pak Ltd. (1987-1991)**

***Responsibility:***

* To develop a proper sales in territory.
* To implement company policy
* To make strategies for better sales.

**Worked as a sales promotion officer in Merck Sharp & Dhome from (1991-1993)**

***Responsibility:***

* Responsibility for territory sale.
* Responsible for distributor’s stock liquidation.
* To get feedback from Field Force of Distributor regarding products and sales.
* To guide Field Force for the selection of right customers.
* Felid counseling.

**Worked as a Field Manager for Muller & Phipps from (1996-1998)**

***Responsibility:***

* Responsible for special product of **ROHNE POULENCE RORER**.
* Chalk out strategies for better sales.
* To make weekly and monthly work plans.
* To develop a willing Field Force.
* Critical review of daily reports.
* Implementing of new strategies for better sales.
* Bifurcation of sales targets among Field Force.

**Worked as a Regional Manager for Neomedix from (1999-2000)**

***Responsibility:***

* Responsible for Abbott’s Products. (sales & marketing)
* To implement company policy.
* To develop Field Force.
* To generate sale for the whole region of Rawalpindi & Peshawar.
* To make action plans.

**Worked as a Marketing Manager for Amity World from (2000-2006)**

***Responsibility:***

* Performing our business having company name of Amity World.
* Responsible for marketing and sales of **ABBOTT DIABATIES CARE PRODUCT.**
* Responsible for distribution of ABBOTT DIABATIES CARE PRODUCT**.**
* Perform in a highly competitive market of Glucose Monitoring Systems.
* To make better sale’s strategies for proper implementations.

**Worked as a Product & Training Manager in Orbit Nutracuticals. (2007-2011)**

***Responsibility:***

* Responsible for product development and Marketing strategies.
* Conduct Training sessions with Field Force to excel in the field.
* To make Marketing and Sales strategies for maximum benefits.

**Worked as a Product and Training Manager in Filix Pharmaceuticals (2012-2015)**

***Responsibility:***

* Responsible for the development of New and Research Products.
* Conduct Training sessions with Field Force to excel in the field.
* To make Marketing and Sales strategies for maximum benefits.

**Working as a Marketing Manager in Nutraceutics.**

***Responsibility:***

* Responsible for the development of complete marketing plan.
* To make Marketing and Sales strategies for maximum benefits.
* To implement marketing plan for maximum sales.