**Muhammad Asad Munir**

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**Career Summary:**

I started my career as a S.P.O in Pharmaceuticals Industry executing the responsibilities of Sales & Marketing.

As a first line manager worked in different organizations and got the experience to:

* People Management,
* Sales Forecasting & Planning,
* Executing Marketing Activities,
* Coordination with Team mates & Top Management.

**Practical Experience:**

* Medisave Pharma (Jan 2012 to Dec 2014)
* Join Medisave Pharmaceuticals as Field Manager in Jan 2012 based at Bahawal Pur.
* Promote as Area SALES Manager in Dec 2013 based at D.G.Khan.
* Promote as Regional Sales Manager in Sep 2014 for Multan/D.G.Khan region.
* Territory Manager Sales Parazelsus (June-2007 to Dec-2011)

As a Territory Manager sales Major responsibilities for Parazelsus (Distribution**)**

* Facilitation Target & Achievement of assigned zone and Principals.
* Monitoring & Controlling sales and expense budgets.
* Enhancement customer service & establishing good relationship with zonal KOLs.
* Coaching, Motivation & Development of DSR to improve performance.
* Analysis of zonal sales and market information.
* Keeping excellent relations with principal assigned counterpart in zone/region.
* **Sales Supervisor in Novartis Pharma (June 2005 to June 2007)**
* Join Novartis Pharma as Sales Supervisor based in Multan.
* I am responsible for sales activity in the Region (Okara to Layyah)
* Coaching, Motivation & Development of DSR to improve performance (18 team Mets).
* **Pharmatec Pakistan(Pvt) Ldt (Nov-2002 To April-2005)**
* Join the Company as **Medical Sales Executive** in Nov 2002.
* Promoted as **Senior Sales Executive** in July 2003.
* Promoted as **Product Specialist** in Sep 2004.
* Promoted as **Area Sales Manager** in Jan 2005.
* **Nabi Qasim Industry (Feb 2002 to Nov 2002**)
* Worked with **Nabi Qasim** Industry as **Territory Manager** (First line Representative)
* **Pacific Pharmaceutical** (**July 2001 to Feb 2002**)
* Worked with **Pacific Pharmaceutical** as Sales Promotion Officer from July 2001 to Feb 2002.
* After my Graduation, I have an opportunity to look after the **family Business** of Pharmaceutical distribution Sector from **1996 to 2001**.

Where I learn following things,

* People Management
* Sales and Purchasing
* Budgeting (Fixed and Operational Expanses)
* Controlling

**Trainings:**

* Management Training (Art of Supervision)
* Territory Leader Ship
* Product Trainings (Anti Depression, Anti Fugal, Anti Biotic, Anti Inflammation, Anti Ulcer, Anti Histamines)

**Achievements:**

* **Second** best sales supervisor in **2007** on national basis.
* **3rd** best sales supervisor in sales **2008** on national basis.
* **3rd** best sales supervisor in **2009** on national basis**.**
* Successful launch of Punch program (**Caflam 50 mg** tab).

**Computer Skills:**

Windows. MS Word, MS Excel, Out Look Express

**Educational Qualification:**

* B.A ( Statistics & Economics)
* FSc (Phycise,chemistry,Biology)
* Matric (Science)