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| **MUHAMMAD**  **HAROON PIC.jpg**  Phone:0345-2218711  Mobile:03082154134  Mail:  haroonn\_khan@hotmail.com  Address:  House No.A-2/95,Malir Town UC-2 Karachi, Pakistan.  MISSION STATEMENT  ***Be Consistent, Look Ahead and ACT!***  PERSONAL SKILLS   * Time Management * Continuous Personal Development * Active Listener * Self Motivation * Trainer * Counselor * Coach * Presenter   PERSONAL DETAILS  Father’s Name: M. Atiq Date of Birth: 09-07-1983  Place of Birth: Karachi  Nationality: Pakistani  Marital Status: Married  Religion: Islam INTERESTS    * Playing Cricket * Web Surfing * Teaching * Studying | |  | | --- | | **An ambitious PERSON who have a strong track record of achieving qualitative and quantitative targets.** |   **HAROON KHAN**  **PERSONAL STATEMENT:**  An enthusiastic, ambitious and professional individual who has a proven track record of achieving results in highly competitive environments. Right now I am looking for a suitable position with a company that is renowned for hiring exceptional people and for giving them unparalleled opportunities to build their careers and capabilities.  **CAREER HISTORY:**  Working as **Assistant Manager**  in **OBS Pharma Pvt. Ltd.** from December 2014 to Presently Based at Karachi.  Working as **Product Specialist** in **OBS Pharma Pvt. Ltd.** from April 2013 to Presently Based at Karachi.  Working as **Assistant** **Hospital Team Manager** in **Macter International Pvt. Ltd** from April 2010 to April 2013 Based at Karachi.  Worked as **Senior Sales Promotion Officer** in **Platinum Pharmaceutical Pvt. Ltd** from January 2008 to April 2010 Based at Karachi.  Worked as **Trainee Manager** in **United Machinery** from Jun 2007 to December 2007.  **DUTIES & RESPOSIBILITIES:**   * Responsible for selling, closing, servicing and expanding the current customer base within an assigned territory. * Selecting sites for new development with a focus on multi-unit opportunities. * Managing relationships with suppliers, Distributor, Chemists and doctors. * Providing highly professional sales and marketing expertise and back up to Team. * Working closely with distributor field teams to help lead strategic field initiatives. * Organized DGMs and RTDs for different specialty doctors for more acceptances of Strategic Products and Explore new grounds for RX. * Maximizing sales performance through delivering an exceptional customer experience, people management and cost control. * Recruiting, training and developing new teams. * Driving and managing the entire sales process – targeting to top prospects, identifying client solutions, negotiating and closing. * Acting as a role model for junior staff by setting high standards through personal behavior and actions.   **QUALIFICATION:**   * **MASTERS OF BUSINESS ADMINISTRATION (MARKETING)**   Federal Urdu University In 2006   * **BACHELOR OF SCIENCE**   University of Karachi In 2004   * **INTERMEDIATE SCIENCE**   Jamia Millia College In 2001   * **MATRICULATION SCIENCE**   G.B.S.S Saudabad In 1999 TRAININGS & COURSES:  * “Professional Selling Skills” form Platinum pharmaceuticals. * “Time Management” from OBS Pakistan. * “Stress Management and Decision Making Process” from Federal Urdu University of Karachi.  COMPUTER & OTHER SKILLS:  * Proficiency in MS Office * Proficiency in almost all computer works  REFERENCE: Available upon request |