***Apply for the Post of “Sales Manager “***



***M. ABDULLAH YOUSUFF***

*S/O (LATE) YOUSUFF SULEMAN*

*D/O/B 27TH SEP, 1970,*

*Cell: 0312-8411289 , 0301-8276574*

***Address****:Home Land Apartment*

*Flat No. E-510, Block 2, Gulshan-eIqbal,*

*Block 13-C. Karachi-75300,*

***OBJECTIVE***

Although I have been working as a **“SalesManager”** I would very much like to go further and excel my professional career with a view to attain excellence in the field of **“Pharmaceutical Industry”** by associating myself with recognized and reputable organization.

***EDUCATION***

Secondary School Certificate (Science Group) 1988

Higher Secondary School Certificate (Pre-Medical) 1990

Bachelor of Science (Pre-Medical) 1992

***1994-1997***

Working in International Brands (Pvt.) Ltd, as a**“Territory Sales Officer”**.

***My total Experience in Pharmaceuticals Industries almost “17 years.***

***In this 17 years I worked in 05Pharmaceutical companies.***

***WORKING EXPERIENCE IN PHARMACEUTICAL INDUSTRY***

**I worked inDon Valley Pharmaceutical (Pvt.) Ltd, as a Sales Promotion Officer in January 1998, to May 1999.**

*My Achievements in Don Valley Pharmaceutical (Pvt.) Ltd are as follow;*

*I include 03 products in Karachi Dockyard & Labour Board.*

*I also include 02 products in P.I.A. formulary .*

**I worked in STAND PHARM Pakistan (Pvt.) Ltd, as a Medical Sales Office from June 1999, to May 2002*.***

*1)My Achievements in StandPharm are as follow in the year of 1999 to 2002.*

*I include first time in Liaquat National Hospital our 4 Products in*

*Liaquat National Hospital Formulary.*

*2) I also Include 3 products in P.I.A.Formulary*

*3) I am the 02nd Highest Seller in South Zone in the year of 2000 to 2001.*

*4) I got the Promotion as a Senior Medical Sales Officer Karachi #2 in the year of 2001.*

**I worked in Bosch Pharmaceuticals from May 2002 to January 2008.**

**In May2002; I was joinedBOSCH Pharmaceutical (Pvt.) Ltd, as a Senior Sales PromotionOfficer.**

*My Achievements in Bosch Pharmaceutical (Pvt.) ltd are as follow in the year of 2002 to 2008;*

*In 2002 September ; I Include 2 products in the history of Bosch in Liaquat National Hospital*

*In January 2003; I got the promotion as a “Assistant Regional Sales Manager”.*

*In July 2004;(ALHAMDULILLAH) I got the Promotion as a Regional*

*Sales Manager.*

*In February 2005 ; I am first Manager In Bosch to got a Brand New Car.*

*In August 2005-2006 ; I include in Jinnah Medical College Hospital*

*(J.P.M.C.) One Injectable formulation which is ( 3rd Generation Cepholosporin.)*

*In August 2007; I was Promoted as a Senior Regional Sales Manager in*

*Bosch.*

*May2008 to Dec 2014 ; I was joinedRadiumPharmaceuticals (Pvt.) Ltd, as a Sales Manager South.*

*My Achievements in Radium Pharmaceutical are as follow ;*

*Al-Hamdulillah ,December 2008 Within a 06 months we have Achieve 1 Million in Karachi with 01 A.S.M. & 05 M.I.O’s.*

*In January 2009 ; I also Include 02 products in Dar-ul-Sehat Hospital as well as Zubaida Medical Centre , Liaquat National Hospital, Jamal Noor Hospital,Patel Hospital,Kutiyana Hospital,KDLB Abbasi Shaheed Hospital.*

*In April 2010 ; I include 02 products in Liaquat National Hospital formulary.*

*In June 2012 ; Alhamdulillah i include 04 products in Darul-Sehat Hospital.*

*In December 2012 ; I include 2 products in Patel Hospital.*

***2014 Dec to Present;***

***I am working in Filix Pharmaceutical as a Regional Sales Manager****.*

**PERSONNEL INTEREST ;**

Motivate the team member’s, Team Building , Keep an Eyes on Competitor’s activities, Care the potential Customer’s , Develop new Customer’s as per their potentials.

***MY RESPONSIBILITIES***

* *Motivate the team member’s and give the solution’s when they feel uncomfortable to achieve their targets.*
* *I am responsible to develop the Team and guide them as per situation’s.*
* *I am responsible for distributor network and their performance.*
* *I am responsible to “ Develop New Customer’s“ in different Territories.*
* *To supervise ASM’s as per Company policy.*
* *To handle to “A” class “Client’s” on Personal level.*

***Reference’s; Dr.Razzaq Memon {Phy.} & Mr.Arshad Mallick.***

***{Purchase Manager Liaquat National Hospital .}***