**RAJA AYYAZ ALI**

# Mohalla Hajian St#08 Near Al Habib Masjid Tench Bhatta Rawalpindi Cantt

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D.O.B 08.02.1979

**Objective:**

A sales hungry professional who is very commercial in management approach, thrives on driving targets, and enjoys leading teams and achieving results through people management. I always ensure best practice and consistency across all business operations and able to work accurately under pressure and to manage conflicting demands. I always take full accountability for my own performance and for the development of subordinates. Apart from possessing proven leadership and sales skills, I also have a long track record of managing and delivering successful tasks on time whilst meeting and exceeding management expectations. I am currently looking for a suitable position with a company that has sustained growth potential and wants to continue to expand its portfolio.

**Educational Qualification**

**Graduation (B.Sc Pre Eng)**

Shah Abdul Latif University Khair pur Sindh

**Intermediate (Mathematics, Physics, Chemistry)**

Govt Degree College Larkana Sindh

**Matriculation (Science)**

Govt Deeni Madressah High School Larkana Sindh

**Work Experience**

**Currently Working as Sales Manager with Pharmedic Labs based at Rwp responsible for North Zone.**

**Worked As Zonal Sales Manager With Amarant Pharma Based at Rwp Resposible Of North Zone.**

**Working as SDSM With Atco Labs Responsible for NORTH ZONE.**

**Achieved Highest 118% North zone in first Qtr 2015**

**Highest Groth in Second QTR In All Products Achieved 112%**

**Develop new Team in Mianwali , Gujranwala, Rawalpindi Include DSM and SPOs.**

**Achieved 118% All Over Zone.**

* Previous success in delivering sales growth in a contracting environment.
* Ability to build relationships with key customers, sales agents, and institutional distributors and pharmacists at institutions includes AFIC,MH,HOLY FAMILY,PIMS.
* Team Stability Under Professional Environment
* Recognizing viable business opportunities.
* Market/product knowledge and awareness of competitors.
* A strong, confident negotiator, sympathetic to a customer’s needs whilst at the same time able to support.
* The business goals of a company.
* New clients development
* Arranging product related presentation for medical practitioners.

**Worked as Regional sales Manager With Macter International(Cardio Divison) Based at Rawalpindi Jan 2011 to March 2015.**

**Achievements as RSM:**

* Highest ever growth of “Silo and Omnitor” across Pakistan.
* Revival of GlioP range in District Rawalpindi.
* Build a Consistent and motivated team.
* Arranging product related presentation for medical practitioners.
* Working on the relationships with KOL’s.
* Responsible for the sales of the local area.
* Additionally responsible for managerial tasks as manager is based at Rawalpindi

**Worked as “Business Development Officer” at Servier Research and Pharmaceutical,(Cardio Divion) Islamabad & Rawalpindi. Main duties include:**

* Sales and revenue generation
* Customer relation management
* Market research and analysis
* Promotion and sales tactics
* New clients development
* Arranging product related presentation for medical practitioners

**Achievements as “BDO”:**

* Highest incentive achiever.
* Best detailing award achiever.
* Best presentation arranger award.
* Best quiz result award

**Worked With Hilton Pharma (Cardio Division) as Territory Manager Based at Rawalpindi. from 2003 to 2008.**

* Highest achiver in over all Pakistan.
* Best family fun mela arrange award achiver.
* Best TM of the Year in 2005
* Highest product sale award Achiever.

**Area Knowledge.**

* Worked in Islamabad &Rawalpindi and have thorough knowledge of the Rwp Islamabad territory.
* Worked in Peshawer ,Kohat, D.I.Khan, Gujranwalla, Gujrat,Sialkot,Mianwalli,Bakhar,Jehlum,Mirpur,Kotli,Abbottabad,Chakwal.

**Professional Trainings:**

* Managerial skills training at Macter International.
* Initial Product training at Macter International.
* Selling skills training at Macter International.
* BDO training (including Product knowledge, presentation skills, selling skills and communication skills) at Servier research and Pharmaceuticals.
* Initial Product training at Servier Research and Pharmaceuticals.

**Personnel Skills**

* Problem solving skills.
* Consistent approach to all tasks.
* Able to work under specified and agreed time constraints.
* Able to resolve difficult situations.
* Comfortable working in a highly autonomous environment.
* Experience within a large square retail footage operation.

**Operating Systems**: Windows 95, 98, 2000 and XP

**Computer Skills**: Microsoft Word, Excel, PowerPoint,

**Linguistic Skills**

English, Urdu, Punjabi, sindhi

**Reference**

To be furnished upon request