**SHAHDIL ZAFAR KHAN**

****

|  |  |
| --- | --- |
|  | **MOB NO : 0322 4602264**  **Email:** SENDTOSHAHDIL@YAHOO.COM |
|  |  |

**Objective**

* BUILDING A TEAM OF SUCCESSFUL SALES PERSONS TO ACHIEVE COMPANY OBJECTIVES.

**Skills**

***BASIC SKILLS***

* COACHING OF THE TEAM.
* COUNSELLING OF ANY INDIVIDUAL IF NEEDED.
* SALES PRESENTATION SKILLS.
* CAN BUILD BUYER/SELLER RELATIONSHIP.
* CAN EVALUATE SALES PERFORMANCE THROUGH KPIs.

***ADVANCED SKILLS***

* Effective **problem solution** and the maturity to keep challenges in perspective.
* Ability to influence the attitudes and opinions of others.
* Mature leadership skills and the ability to guide and motivate the team.
* Skill to coach and mentor colleagues with different needs, challenges and levels of maturity and requirement.
* Ability to develop innovative and relevant strategies to drive profitable business operations.
* Capable to assess current market scenario and formulate practical and implementable strategies for positive business generation

|  |  |  |  |
| --- | --- | --- | --- |
|  | | | |
| Experience | | | |
|  | | | |
| **HIRANIS PHARMACEUTICAL (Pvt.) LTD**  SALES MANAGER. (ORTHO)   * BASED AT LAHORE. * RESPONSIBLE FOR * GUJRANWANWALA REGION * FAISALABAD REGION * SIALKOT REGION * SAHIWAL REGION   14 MSO REPOTING.  4 AREA MANAGERS REPORTING.  **GENARTING 1.83 MILLION**  **PHARMATEC (Pvt.) LTD. KARACH**  SENIOR AREA SALES MANAGER (ORTHO)   * RESPONSIBLE OF CENTRE REGION SALES   INCLUDING LAHORE, GUJRANWALA, SIALKOT,  GUJRAT, SAHIWAL, OKARA.  14 MSO REPORTING    **GENERATED 3.2 MILLION** |  | | **NOV 2014---OCT 2015**  **1 YEAR**  **NOV 2010 ---- OCT 2014**  **(4 YEARS )** |
|  | | | |
|  | | | |
|  | | | |
|  |  |  | |
|  | | | |
|  | | | |
|  | | | |
|  | | | |
|  | | | |
|  | | | |
| **PHARMEVO (PVT) LTD.**  AREA MANAGER (ORTHO )   * RESPONSIBLE FOR WHOLE LAHORE ALONG   WITH SAHIWAL OKARA  7 MSOs REPORTING  GENERATED 1.2 MILLION  **SAMI PHARMA. (PVT) LTD. KARACHI** |  | ***JAN 2009---OCT 2010***  ***(1 YEAR AND 10 MONTHS)***  ***(5 YEARS)***  NOV 2003 ------DEC 2008 | |
| SENIOR MEDICAL REPRESENTATIVES.  **BASED AT LAHORE**  **ACHIEVE HIGHEST UNIT SALES FIGURES OF FOLLOWING PRODUCTS**  **NIMS (Nimsulide). DICLOREP (Diclofenac Potassium) & GRASIL (AMIKASIN SULPHATE)** ACHIEVEMENTS.  * **WIN 2ND Prize in (Area management Training) in Bhurban in Pharmevo** * **Awarded Best Manager Award in Pharmatec Pvt. Ltd**.(JULY 2011) * **Win 7 days Trip to Turkey from Pharmatec Pvt. Ltd ON 107% YTD** (MAY 2012) * **Win Laptop by Achieving 103% Y.T.D.**(JAN 2013) * **Win a Black Berry and promotion as**   **Senior area sales manager.(**MAY 2013) | | | |
|  | | | |
|  | | | |
| **Education** | | | |
|  | | | |
| GOVT, FC.C COLLEGE, FEROZPUR ROAD LAHORE. |  | **2003** | |
| **B.Sc.** | | | |
|  | | | |
| GOVT SCIENCE COLLEGE, WAHDAT ROAD LAHORE |  | **2001** | |
| **F.Sc** | | | |
|  | | | |
| JINNAH PUBLIC HIGH SCHOOL. FEROZPUR ROAD LAHORE. |  | **1999** | |
| **MATRICULATION** | | | |
|  | | | |

**COMPUTER ORIENTATION.**

* MICROSOFT OFFICE.
* INTERNET ORIENTATION.
* COMMUNICATION HANDLING OVER INTERNET.

**PERSONAL INFORMATION**.

NAME SHAHDIL ZAFAR KHAN.

FATHER’S NAME ZAFAR ALI KHAN.

AGE 33 YEARS.

RELIGION ISLAM.

MARITAL STATUS SINGLE.

N.I.C 35202-3037121-1

**REFRENCES.**

* **AZEEM SAFDAR**

B.U.H PHARMATEC PAKISTAN

(03000300913)

* **QAMAR BHATTI ( 03314548358 )**

SALES MANAGER (SAMI PHARMA)

* **KAMIL ZAFAR (03334955689)**

SENIOR RSM SJ&G

* **FAISAL HUSSAIN ( 0323 3638154)**

BUSINESS MANAGER (GENIX PHARMA)