

Nawaz Ahmad  
Barkat Ullah



### MY EXPERIENCE AND EXPOSURE INCLUDE




- Managing Sales Operation for North Zone for multinationals.
- Generating company's noise level in corporate sector.
- Competing LDI market with better services.
- Capturing market for ISAT-Phone.
- Ensure balance Territorial growth by achieving Sales Targets of each individual/Team member.
- Developing Sales team through On-Job training, in the area of developing their professional skills to make them more productive in customer's chamber.
- Maintaining healthier competition between Sales Team by providing positive reinforcement through Daily/Weekly/Monthly meetings.
- Increasing satisfied customer base by developing strong PR with them to achieve corporate goal.
- Maintaining strong PR with both Internal & External customers.
- Providing In-time & positive feedback to Marketing Department to develop better product promotional strategies.

### ACHIEVEMENTS

- Had designed altogether new product brochures
- Prepared new Action plans for all the products.
- Successfully prepared and implemented highly attractive scheme for newly launched products, both at doctors and chemists level.
- Changed conventional reporting system to most modernized reporting system.
- Gained practical field working experience in almost all the major cities of the country.
- Made feasibility of launching 14 new products, including Inject- able and oral antibiotics, Multivitamins etc.
- Achieved BEST team award on the basis of sales and management.
- Having 5 Gold Meddles to my credit for fabulous Sales / Management performance.
- Two of the team members declared best sales representatives, on the basis of sales achievements, product/disease knowledge, detailing / literature handling techniques e.t.c.
- Developed two team members for the position of Regional Manager.
- Successful in selling most difficult and expensive products in the institutions.
- Won numerous sales / management awards including Shares in US \$, etc.
  
- Successfully launched and achieved allocated targets of assigned products.  
Promoted and achieved highest success in the products like  
1. NSAID's

2. Antibiotics (I.V / Oral)
3. Anti ulcer.
4. Cardiovascular.
5. Opthahmics.
6. Steriods.
7. Vaccines.
8. B.P.H.

## **OTHERS**

-  **MEMBER OF VOLUNTEER TEAM OF PAKISTAN RED CRESCENT SOCIETY**
-  **MEMBER OF WELFARE HAND ORGANIZATION *social work program in collaboration with UNAIDS - UNFPA***
-  **MEMBER OF FATMID BLOOD TRANFUSION BLOOD DONNER**