

MUDASSAR ZULFIQAR



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Objective: I am currently looking for a full time position in an environment that offers a greater challenge, increased benefits for my family, and the opportunity to help the company advance efficiently and productively and I am highly motivated, friendly, and smart individual who was recognized for top sales achievements seeks a job as an Sales Representative with your company

Professional Career Summary:

- High-energy, dependable professional with good judgment and wisdom.
- Excellent professional communication skills.
- Outstanding ability to develop and maintain constructive and cooperative working relationships with individuals at all levels of the organization.

Work Experience *(most recent on the top)*

Designation : Sales And Promotions Officer

Tenure : July 2011 – Sep 2014

My responsibilities

include : Directed sales field and expanded its customer-base – Developed, maintained and expanded business with current/new customers.

- Developing strong communication network with subject leaders such as – physicians, staff members, hospital managers and pharmacists.

Marketing Strategies & Promotion Activities & Sales Actions

- Researched market regularly in order to keep up with competitors and their products.
- Worked in coordination with departmental managers in preparing strategies to promote firms' products on the market.
- Planned strategic marketing and promotional activities.
- Promoted medicines'/devices' features and qualities to physicians, professional staff, medical institutions and pharmacies.
- Organized meetings and discussions to present products' features and acquaint medical institutions with new products.
- Organized presentations for top class physicians in order to promote and introduce firms' products.

- Maintained accurate records, including date and contact information, of doctors contacted for future sales purposes

Key Skills

- Can easily settle in to any role & take over the management of an existing client base
- Conducting accurate market research.
- Able to keep up a continuous high rate of cold calling potential customers
- Evaluating marketing campaigns.
- Able to build relationships with customers.
- Confident and able to take the initiative.
- Getting feedback from customers.
- Tactfully handling any complaints
- Able to make professional sales presentations & product demonstrations to audiences
- Building and maintaining positive working relationships with key decision makers

Academic Qualifications *(most recent on the top)*

Sr.	Certification / Degree	Institution / University		Passing Year
1	Graduation	NCBA & E		2013
2	Diploma	Government Inss		2010
3	Matriculation	Computer Science	Computer Science	2005

Computer Skills and Other Abilities

Excellent with Microsoft Office
Professional typing rate of 40 wpm (words per minute)

Courses Attended

- Customer Service Clinic.
- Selling and Negotiations.
- Customer service excellence.
- Introduction to Out-Serve.
- Communication Skills.
- Health & Safety.

Language Skills

English
Urdu
Punjabi

Co-curricular / Leisure Activities

Football , badminton , Reading , Tourism

Personal Information

Father's Name : Zulfiqar Ahmed
Marital Status : Single
Passport # : AT5787061
Nationality : Pakistani
Date of Birth : 23/02/1987
Visa Status : Visit Visa (19th July)