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## **Professional Strength**

- Loyalty
- Openness
- Gentleman
- Integrity

## **Professional Skills**

- Team player
- Project Management
- Time Management
- Self-motivated
- Strong interpersonal, organizational and Communication skills
- Target oriented
- Decision making and problem-solving skills
- Territory Management,
- Sales Prospecting,,
- Identifying Sales Opportunities,
- Market Research,
- Team Management,
- Complaint Handling,
- Problem Solving

## **Academic Qualification**

- Bachelor In Science (491/800)
- University of Punjab Lahore

## **Career Portfolio**

### **Professional Knowledge:**

- ORACLE, ERP, & MS Office (Word, Excel )
- Maintain Company Culture
- Create a Safe Work Environment
- Create a Positive Work Environment
- Handle Disciplinary Actions
- Assess clients needs and present suitable promoted products
- Liaise with and persuade targeted doctors to prescribe our products utilizing effective selling skills and performing cost-benefit analysis
- Monitor and analyze data and market conditions to identify competitive advantage
- Keep accurate records and documentation for reporting and feedback
- Pursue continuous learning and professional development and stay up-to-date with latest medical data

### **Professional Experiences:**

Sr #	Company Name	Designation	Duration
1	Wilson's Pharmaceutical	Senior Territory Manager	1 <sup>st</sup> AUG 2022 to Present
2	Pharmevo Pharmaceutical	Medical sales officer	7 Feb 2018 to 31 July 2022
3	Sahiwal Traders Okara	Computer Operator	12 March 2015 to 27 January 2018

- Organizing appointments and meetings with community- and hospital-based healthcare staff.
- Identifying and establishing new business.
- Demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists.
- Meeting both the business and scientific needs of healthcare professionals managing budgets.
- Reviewing sales performance.
- Writing reports and other documents. sales quotas for territories.
- Performed accounting duties, including preparing an analysis, compiling and reviewing.
- Information from periodic accounting reports, posting general entries, and processing Standard and accounting documents..
- Established paperwork, documents, and computer-based information, and maintained.
- Balance sheets, monthly books of accounts and profit or loss statements, for monthly and yearly reporting.
- Competently established a sales strategy to achieve sales goals and revenues, organized sales action plans, and liaised with company functions to ensure achievement of sales objectives.
- Formulated and executed strategy and market approach, in order to raise customer satisfaction, as well as established sales objectives by forecasting and developing annual sales quotes for territories.
- Achieved sales and profitability targets, training, sales strategies and plans while growing profits and market share, delivered solutions to deal with escalate issues as well as establish sales and service objectives.
- Successfully planned, organized, and executed marketing and sales programs and devised marketing campaigns to increase product awareness, sales, and profits.