



CURRICULUM VITAE

AKHTAR SHARIF KHAN

PROFILE

Seeking an opportunity to deliver my professional skills, and optimize organizations performance through utilizing my analytical skills, team working skills, strong, creative decision making power, honest dedication to work, ability to work under deadlines and pressure and ability to sincerely obey rules and regulation.

CONTACT



akhtarsharif10@yahoo.com



+92 333 2713331



HouseNo.176, Muslim Raj put Colony
Unit No. 07/D Latifabad Hyderabad
Sindh, Pakistan

HOBBIES

- Book Reading
- Writing
- Cricket
- Travelling

EDUCATION

UNIVERSITY OF SINDH JAMSHORO
BACHELOR IN COMMERCE
2007

B.I.S.E HYDERABAD
INTERMEDIATE
2004

B.I.S.E HYDERABAD
MATRICULATION
2001

COMPUTERSKILLS

- ❖ WindowsXP
- ❖ Ms-Office
- ❖ Internet Using

PERSONAL INFO:

- | | | |
|------------------|---|-----------------|
| • Father Name | : | Juma Gul |
| • CNIC # | : | 41304-7377327-1 |
| • Date of Birth | : | 21-04-1985 |
| • Domicile | : | Hyderabad (U) |
| • Nationality | : | Pakistani |
| • Religion | : | Islam |
| • Marital Status | : | Married |

EXPERIENCE

Organization BANGASH AUTOS SPARE PARTS HYDERABAD
Designation Owner
Tenure From 25-08-2019 to Till Date
Job Description Auto spares parts are available and car engine oil change services.

Organization WILSHIRE PHARMACEUTICALS (PVT.) LTD
Designation SENIOR DISTRICT SALES MANAGER
Tenure From 06-04-2018 to 05-08-2019
Job Description The District Sales Manager will oversee sales activities within a defined territory and manage sales representatives and distributors.
Responsibilities:

- Hires and trains sales representatives and stock distributors in assigned territory.
- Organizes sales schedules of assigned staff.
- Conducts performance evaluations that are timely and constructive.
- Handles discipline and termination of employees as needed and in accordance with company policy.
- Monitors existing accounts and regularly communicates with primary contacts for the account.
- Works toward increasing sales growth in the territory at an established rate determined by Regional Sales Manager.
- Performs other related duties as assigned.
- District Sales Manager is responsible implement to company policies and SOP's and achieves his targets by the help of subordinators.

Organization HELIX PHARMACEUTICALS (PVT.) LTD
Designation REGIONAL FIELD MANAGER
Tenure From 07-09-2016 to 05-04-2018
Job Description The Regional Field Manager will oversee sales activities within a defined territory and manage sales representatives and distributors.
Responsibilities:

- The RFM responsible to lead his team.
- Motivates his team
- Sales Organizing, Territory Organizing
- Sales managing, Work plan managing
- Controlling and Hiring & Firing
- District Sales Manager is responsible implement to company policies and SOP's and achieves his targets by the help of subordinators.

Organization PHARMEVO PHARMACEUTICALS (PVT.) LTD
Designation FIELD EXECUTIVE
Tenure From 19-05-2010 to 02-09-2016
Job Description The Field Executive will oversee sales activities within a defined territory and manage sales and follow the company SOP's.
Responsibilities:

- Achieve Monthly, Quarterly & Annual Targets.
- Engage the customers to prescribe company products
- Develop new customers and achieve his goals.

Organization SCOTMANN PHARMACEUTICALS (PVT.) LTD
Designation GROUP MEMBERS
Tenure From 06-09-2009 to 17-05-2010
Job Description The Field Executive will oversee sales activities within a defined territory and manage sales and follow the company SOP's.
Responsibilities:

- Achieve Monthly, Quarterly & Annual Targets.
- Engage the customers to prescribe company products
- Develop new customers and achieve his goals.

LANGUAGES

- English
- Urdu
- Pashto