

# Imran Raza Khan



Present: House No. 498 A Block Satellite Town  
Jhang, Pakistan  
Permanent: House No. 498 A Block Satellite Town  
Jhang, Pakistan  
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## **Objective**

Looking forward to a bright career requiring innovative work and maximizing my capabilities with future growth in **Your Prestigious Organization**.

## **Professional Experience:**

### **Werrick Pharma:**

- Work experience in Werrick pharma as **Senior Territory Manager From 23<sup>rd</sup> November 2017 to February 2021.**
- Work experience in Werrick pharma as **Sales Executive from February 2021 to till date.**

### **Romen Pharma:**

- Work experience in Romen as Senior **Territory Manager** from **1<sup>st</sup> April 2012 to February 2014.**
- Work experience in Romen Pharma as **Area Sales Manager** from **March 2014 to November 2017.**

## **Job Description:**

- Maintaining and increasing sales of my company's products.
- Reaching the targets and goals set for specific area.
- Servicing the needs of existing customers.
- Increasing business opportunities through various routes to market.
- Setting sales targets for individual reps Allocating areas to sales representatives.
- Developing sales strategies and setting targets.
- Monitoring team's performance and motivating them to reach targets reporting to senior managers.

- Keeping up to date with products and competitors.

### **ASK Development:**

Work experience in ASK as **Customer Service Representative & an HR Internee** from **24<sup>th</sup> August 2009 to March 2012.**

### **Job description:**

- Determine staffing numbers, skills and needs to meet the organization's objectives.
- Analyze the skills and qualities required for each particular job and develop job Descriptions and duty statements.
- Advertise staff vacancies, assess applications, interview applicants, administer selection Tests, prepare reports and make recommendations to management about staff Appointments.

### **Askari Bank Ltd. & United Bank Ltd:**

Work experience in United Bank Limited as **Relationship Officer** from **20th March 2007 to January 2008.**

Work experience in Askari Bank Limited as **Sales Consultant** from **January 2008 to May 2008.**

- Deal proactively with the branch customers to fulfill their banking requirements and solve their queries efficiently.
- Manage customer traffic within the branch to ensure key service standards are met.
- Assist in ensuring consistency of internal / external customer experiences by inculcating a Service Culture and leading by example.
- Rectification of all customer complaints communicated through verbal, written or another channels.
- Assist in Branch cross Selling and Promoting Retail Banking Products.

### **Academic Qualification**

**Masters of Business Administration (2010)**

Major Human Resource Management

CGPA (3.23)

- **Institution:** National University of Modern Languages Islamabad Pakistan

**Bachelor of Commerce (2007)**

- **Institution:** University of the Punjab Lahore Pakistan

Division 2<sup>nd</sup>

### **Extra Education**

Diploma in practical accounting management from Islamia College of Commerce Lahore.

## **Computer Skills**

- MS Office
- Internet skills

## **Personal Information**

- **Date of Birth** 6th July 1985.
- **Father's Name** Khadim Hussain Khan
- **Marital Status** Married
- **Nationality** Pakistani
- **CNIC #** 33202-1886352-7
- **Domicile** Punjab

## **Languages**

- English
- Urdu
- Punjabi
- Saraiki

## **Extra-Curricular Activities**

- Event Organizer
- Participate in Skits
- Participated in debate competitions

## **References**

**MIAN KHALID JAMSHED** 03008841772  
**Designation:** Manager Operations/ A.V.P  
National Bank of Pakistan  
**Email:** khalid\_jamshed1@hotmail.com  
**ADNAN HAIDER**  
03334322293  
**Designation:** Branch Manager  
Bank Alfalah Limited