

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 23rd 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 **1st 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 **24th 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 2nd

Extra Education

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

Computer Skills

- MS Office
- Internet skills

Personal Information

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|------------------|---------------------|
| • Date of Birth | 6th July 1985. |
| • Father's Name | Khadim Hussain Khan |
| • Marital Status | Single |
| • 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
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ADNAN HAIDER
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Designation: Branch Manager
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