



OBJECTIVE

To pursue growth of my career in a competitive and challenging work environment which will enable me to learn, grow and substantially build on my knowledge acquired during the course of my study and the same time give me an opportunity to contribute to the better growth of organization where I work.

PROFILE

I have handy experience of more than 7 years of managing sales & marketing in pharmaceutical businesses. I have been a sale Rep in Yasir Medicos a big whole seller as well a retailer with multiple branches across Pakistan. Mainly dealing in the import of Multinational pharmacy products of different nature along some of the medical equipment used in medical profession. After working with them for more than 3 years I was promoted to be the Manager sales of Khyber Pukhtun khwa region of Pakistan where I was looking after a huge sales team reporting directly to me. After that I joined another big importer and distributor of same industry Alpha Distributors and worked for them in same capacity till I left the field of sales.

I moved to Qatar in July 2013 and since then joined one of the big International chain member of Currency exchange Travelex as the front desk Cashier dealing with customers on the cash counter. I worked on two of its main branches in Doha and the other in Hamad International airport. I worked there for almost 7 years too.

I have proven ability to perform under pressure with ability to create tactical solutions to day-to-day issues while maintaining excellent working relationships with staff and management.

Details:

Nationality - Pakistan

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CORE COMPETENCIES

- ✓ Knowledge and application of good sales and marketing.
- ✓ Developed, coached and managed teams of up to 20 team members.
- ✓ Internal controls analysis and recommendations.
- ✓ Proven track record of developing strong client & customers relationships.
- ✓ Looking for all financial & Human

ACADEMIC QUALIFICATION

2001 HSSC (Pre-Medical) Central Science College Peshawar, Pakistan

2010 SSC (General Sciences) Al Huda Public School Peshawar, Pakistan

EXPERIENCE SUMMARY

Yasir Medicos - Pakistan

Sales Representative (Jan 2002 to Dec 2005)

Yasir Medicos - Pakistan

Manager Sales (Jan 2006 to June 2008)

Alpha Distributors - Pakistan

Manager Sales (July 2008 to Oct 2010)

Travelex (Money Exchanger) - Qatar

Front Desk Cashier (July 2013 to Feb 2020)

KEY ACHIEVEMENTS

- ✓ Based on my superior performance, inter-personal skills and excellent appraisal rating; I was awarded with multiple bonuses & increments by the company CEO & Owner.
- ✓ Got the Frontline employee shield of the year award from Alpha Distributors.
- ✓ I have a Valid Qatar Driving license too.

ROLES AND RESPONSIBILITIES

At Yasir Medicos & Alpha Distributors - Pakistan.

Working with **Yasir Medicos & Alpha Distributors - Pakistan** my responsibilities and key activities undertaken are as follows:

- Dealing with walk in customers for medical & pharmacy products requirement.
- Dealing with corporate clients in terms of sales & expansion plans.
- Dealing with multiple banks for smooth financial operations of the company.

- Searching for new Market trends & products to get the distribution for them to be operational with maximum profitability.
- Managing the entire team of sales & support departments in order to ensure the transparency & accuracy of transactions.
- Making sure all the business ends meet accordingly in order to be successful.
- Attending all the individual & corporate clients meetings & gatherings in order to bring more business.
- Negotiating the new contracts & finalizing the deals with the new clients.
- Managing the advertisement campaigns (Social, Print, Electronic, Door to door & bill boards).
- Making sure all the orders are properly dispatched as per purchase orders received from our customers.
- Managing the entire sales team to be on track and go for achieving their targeted sales.

At Travelex Money Exchanger - Qatar (Front Desk Cashier)

Working with Travelex as Front Desk Cashier my responsibilities and key activities undertaken are as follows:

- Dealing with more than 40 different currencies customers.
- Making Bank to Bank/Cash to cash transactions to more than 120 countries through different banks of the world.
- Ensuring the required currencies to be properly maintained in all tills & other Travelex branches.
- Be abreast of managing the exchange rates of more than 40 countries currencies on daily basis.
- Responsible for depositing huge cash amounts into banks.
- Making the day to day reconciliation reports & the Day end reports for management.
- Was the official custodian of archiving the daily generated reports in soft as well in hard form.
- Making accurate transactions with proper calculations of tax or services charges.
- Responsible for taking care of huge amount of different currencies on daily basis.
- Making use of the proper ERP software with each transaction processed.
- Making sure about all the limits approvals from senior management before processing a transaction.
- Helping other colleagues to manage their work timely.
- Never did a blunder is dealing with so many customers on daily basis & tried my best to response to all compliance related issues raised by internal Audit department.
- Trained so many new employees with who entered the company at times.

COMPUTER PROFICIENCY

- Practical training in MS Office (Excel, Word, PowerPoint)
- Expert User of Android & IOS phones
- Expert User of Internet surfing

INTERESTS

Reading articles on international issues, Organizing and participating in charity events, Active Social Worker (Blood Donor Societies).

REFERENCES

Available upon request.