



# Qasim Usman

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## Career Summary

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Extensive sales and Account Management experience. Proven ability to acquire new accounts and grow sales among existing accounts. Able to develop successful relationships with physicians, medical specialists, administrators and other healthcare professionals. Experience in introducing new products lines, and leading promotional events outstanding presentation and communication skills.

## Career Objective

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- Work in a competitive sales environment in which focused application of sales skills will achieve success and even exceed the organization's sales goals and objectives.
- Success-driven team player who works well with marketing as well as research and development departments. Brings understanding of the sales funnel process and a willingness to work with everyone on the team to reach company goals.
- Goal-oriented and customer-focused team player ready to bring my track record of increasing quarterly sales to the pharmaceuticals industry.
- Highly motivated and organized for sales position with plenty of travel in order to increase company reach and territories. Looking to help a growing company expand across the region, country, and even the globe.
- Seeking a challenging and rewarding career which offers Long Term Growth on the basis of performance, where my skills and ability can be fully utilized.

## Work experience

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GT PHARMA (Pvt) LTD

Nov 2011 — 2019

Sales Representative Officer  
Promoted as Area Sales Manager (2018)

- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.



## Sales Executive

- Analyze market and identified opportunities.
- Manage comprehensive sales process.
- Plan and conduct consumer seminars and participate in trade shows and industry conventions.
- Maintained detailed database of prospects and customers, document sales call to facilitate follow ups.
- Organizing sales visits.
- demonstrating and presenting products.
- maintaining accurate records.
- attending trade exhibitions, conferences and meetings.
- reviewing sales performance.
- negotiating contracts and packages.
- aiming to achieve monthly or annual targets.

## Achievements & Awards

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- Grew Key accounts 80% in first year.
- Increased my territories client base by 30%.
- Ranked amongst the top employees of 2017.
- Constantly exceeded personal sales quota 25-35% every year.

## Education

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Bachelor of Commerce

2006 — 2008

Punjab University

Intermediate of Commerce

2003 — 2005

BISE

## Professional Skills

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- Customer Service
- Motivation for Sales
- Meeting Sales Goals
- Closing Skills
- Territory Management
- Prospecting Skills & Negotiation
- Self-Confidence,
- Product Knowledge
- Presentation Skills
- Client Relationships

## Interests

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- Traveling
- Reading books & newspaper
- Playing cricket

# Personal Skills

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- Having the ability & desire to sell.
- Excellent communication skills
- Confident & determined approach.
- Ability to work both independently & as part of team.
- Capacity to flourish in a competitive environment.
- Relationship building.
- Researching the market and related products.
- Presenting the product or service in a structured professional way face to face.
- Microsoft Office and Accounting applications.

# Computer Skills

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- MS Excel Skills
  - Pivot tables
  - Fill function
  - Formatting
- MS Word Skills
  - Formatting & page setup
  - Using Smart-Art & textboxes
- MS PowerPoint
  - Working with custom slides and templates
  - Animation and special effects

# Marketing Skills

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- Communication & Negotiation.
- Analytical Thinking.
- Public Speaking.
- Creativity.
- Stress Management.

# Personal Details

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- **Nationality** - Pakistani
- **CPR No** : 861376633
- **Marital Status** - Married
- **DOB** - 27 January 1986
- **Email** - qasim\_799@hotmail.com
- **Valid Driving License**

# References

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References available upon request.



