**Dr.Muhammad Ramzan**



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| **Personal information** |

* **Date of Birth:** 15/09/1984
* **Marital status:** Married
* **Address, Lahore, Pakistan**

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| E-mail**:**  Dreamsighter786@gmail.com | Contact no:  **00923004785805** |

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| **Objective** |

I am looking to work in a progressive organization where sky is the limit and growth is the direct factor of performance.

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| **Work Experience.** |

**Area Sales Manager Physiotherapy Products – EMEA Region**

Richmar inc. Lahore, Pakistan.

Feb 2018 – To Date

**Responsibilities:**

* Manage sales and Distribution of Richmar physiotherapy and rehabilitation products in all over EMEA Region.
* Managing special products like Laser, clinical electrotherapy, Diathermy, Hot& Cold therapy, UV Sanitizing etc
* Negotiation in terms of Price.
* supervised all sales activity within defined region to consistently achieve and exceed sales targets
* Implemented all sales and marketing programs within the territory.
* ** (Jan 2013 - Jan 2018) Working Experience as Key Account Manager Capital Medical Equipment– EMEA in Thermofisher Scientific Singapore**

**RESPONSIBILITIE**

* Establishment of Distributor network and Sales Management.
* Managing special diagnostics product sales especially, immunoassay analyzer, Real Time PCR , POC Device, Reagent , Molecular Products ,Microarray.
* – Coaching and holding sales team accountable for developing and executing business plans.
* **Developing** a local business plan that is in sync with the national business’ plans, capabilities and strategies
* **Personal learning** and development activities.
* **Maintain relationship** with current customer portfolio and develop new business opportunities

**Sales Representative South Asia – Orthopedics Surgical Equipment**

Stryker , Lahore, Pakistan.

Sep 2010 – Dec 2012.

**Responsibilities:**

• Manage sales and Distribution of Stryker orthopedics products in South Asia

• Managing special Sports Medicine segment

• Visit direct key customers

• Negotiation in terms of Price.

• supervised all sales activity within defined region to consistently achieve and

exceed sales targets

• Implemented all sales and marketing programs within the territory.

**Sales Representative Physiotherapy & Rehabilitation – Middle East**

Xiangyu Medical Co., Ltd China

June 2009 – Aug 2010

**Responsibilities:**

* Sales and Marketing of Products in Middle East Market.
* Distributor Management and sales management.
* Visit customers all over Region for the sales of Electrotherapy, Passive and Active Exerciser, Physical Training, Heat and Cold Therapy and Balance Evaluation Series.

**Medical Trainee - Physiotherapy and Rehabilitation**

Mayo Hospital Department of Physiotherapy and Rehabilitation Pakistan .

April 2008 – May 2009

**Responsibilities:**

* Worked as Medical Trainee in Physiotherapy and Rehabilitation department
* Treatment and exercise of patient.
* Manage staff and clinical technicians.

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| **Educational Qualification** |

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| **Virtual University Lahore, Pakistan.**  **MBA Marketing 2010**  **King Edward Medical University, Lahore , Pakistan**  **DOCTOR OF PHYSIOTHERAPY 2008** |

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| **Professional Qualification** |

**Keystone Associates USA (In Abu Dhabi)**

**Certification in Key Accounts Management 2014**

**ISMM United Kingdom**

**Certification in Advanced Negotiation Skills 2014**

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| **Language Skills.** |

* English
* Arabic
* French
* Hindi
* Urdu
* Punjabi

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| **Key Skills;** |

* Self-confident Integrity.
* Market Research. Aptitude to generate new ideas.
* Key Account Management. Advance Negotiation Skills.