



## Muhammad Khurram Raza

**Nationality:** Pakistani **Date of birth:** 28/12/1995

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**Home:** Village No. 51/2.L, 56300 Okara (Pakistan)

### ABOUT ME

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A passionate, well organized and goal oriented individual who is open to take new challenges to explore new knowledge and growth opportunities where he can employ his skills for the betterment of the institution in a productive and competitive way.

### WORK EXPERIENCE

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#### **Territory Manager**

**Getz Pharma (Pvt.) Ltd.** [ 02/02/2022 – Current ]

**Address:** 29-30/27, Korangi Industrial Area, Karachi 74900, (Pakistan)

**Website:** <https://getzpharma.com/>

**Email address:** [info@getzpharma.com](mailto:info@getzpharma.com)

Promoting company Respiratory Portfolio products...

#### **Key Responsibilities:**

- As a Territory Manager, accountable for the assigned region to achieve market share growth. Build effective relationship with assigned customers along with providing customers with information on company respiratory products, devices and indications and ensure timely and consistent follow-up.
- Actively participate and contribute effectively in monthly regional meetings, national conferences and other related meetings.
- In this role, promote and sell company range of respiratory products and achieve the monthly as well as annual sales target allocated.
- Conduct a territory plan at least at the frequency and format requested by the company and meetings with assigned customers on regular basis and also maintain meetings history on company call reporting app (Dsight).

#### **Activities:**

- Drive effective discussion through conducting group doctor meetings.
- Market intelligence and timely feedback.
- Care about company assets and optimize the company resources.

#### **Medical Information & Relationship Officer**

**CCL Pharmaceuticals (Pvt.) Ltd.** [ 01/01/2021 – 01/08/2021 ]

**Address:** 65, Quaid-e-Azam Industrial Estate Kot Lakhpat, Lahore, (Pakistan)

**Website:** <https://cclholding.com/>

Promoted company Urology Portfolio products...

#### **Key Responsibilities:**

- As a Medical Information & Relationship Officer, understood company and competitor's brands features, benefits and applied knowledge effectively.
- Responsible for the assigned region to achieve market share growth. Built effective relationships with assigned customers along with providing customers with information on company urology products and indications and ensured timely and consistent follow-up.
- Actively participated and contributed effectively in monthly regional meetings, national conferences, and other related meetings.
- In this role, promoted and sold organization range of urology products and achieved the monthly as well as annual sales target allocated.
- Conducted a territory plan at least at the frequency and format requested by the company and meetings with assigned customers on regular basis.

**Activities:**

- Strong understanding of treatment guidelines and patient profiles.
- Market knowledge and timely feedback.
- Care about organization assets and optimize the company resources.

**Internship**

**Millat Tractors Limited** [ 09/07/2018 – 19/08/2018 ]

Address: 9-KM Sheikhpura Road Shahdara, Lahore, P.O Box No. 12023, (Pakistan)

Website: <https://www.millat.com.pk/>

Email address: [info@millat.com.pk](mailto:info@millat.com.pk)

Business or sector: Manufacturing

- I did 6 weeks internship at Millat Tractors Limited and main responsibility was to maintain the sales record of salesforce in specific company software.

**EDUCATION AND TRAINING**

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**Master of Philosophy (M.Phil)**

**University of Okara** [ 2019 – 2021 ]

City: Okara

Country: Pakistan

Website: <https://www.uo.edu.pk/>

Field(s) of study: Marketing

**Bachelor of Business Administration (BBA)**

**Institute of Business Administration (IBA)** [ 2015 – 2019 ]

Address: P.O. Box No. 54590. Lahore, Pakistan., 54590 Lahore (Pakistan)

Website: <http://www.pu.edu.pk/>

Field(s) of study: Marketing

Final grade: 3.24/4

- Obtained certificate of participation on the topic of Entrepreneurship organized by University.
- Obtained certificate of participation from University of the Punjab organized by Center for Health and Gender Equality (CHANGE).
- Obtained certificate of participation from University Annual Sports Gala.

**Inter-Commerce (I.Com)**

**Punjab Group of Colleges** [ 2013 – 2015 ]

Address: Main GT Road Okara, Punjab, 56300 Okara (Pakistan)

Field(s) of study: Commerce

Final grade: 869/1050

**LANGUAGE SKILLS**

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Mother tongue(s): **Urdu**

**Other language(s):**

**English**

**LISTENING B1 READING B2 WRITING B1**

**SPOKEN PRODUCTION B1 SPOKEN INTERACTION B1**

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

## COMMUNICATION AND INTERPERSONAL SKILLS

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### Extrovert

- Love to interact with different people and share ideas and opinions on different topics with people.
- Enjoy being around other people and accomplish tasks in a grouping manner.

### Teamwork

- I achieve my monthly as well as yearly targets by my own efforts as well as collaborative efforts of team to achieve specific goals in the most effective and efficient way.
- With the help of teamwork my goals and organization goals are achieved very efficiently.

### Convincing

- I visit targeted customers on a daily basis and present company products and tell them all the benefits and one unique selling point (USP) over my competitor to convince them to use my company product.

## HONOURS AND AWARDS

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### Full Academic Scholarship

Punjab College Okara, Pakistan [ 25/07/2013 ]

- Got full academic scholarship to fulfill my 2 years Inter-Commerce degree expenses from Punjab College Okara, Pakistan.

### Gold Medal Certificate

Board of Intermediate and Secondary Education Sahiwal, Pakistan [ 12/09/2015 ]

- Got 1<sup>st</sup> position in Inter-Commerce group and received gold medal from Board of Intermediate and Secondary Education Sahiwal, Pakistan.

### Academic Scholarship

The Punjab Educational Endowment Fund (PEEF)

- Got PEEF academic scholarship to fulfill my 4 years Bachelor degree expenses from The Punjab Educational Endowment Fund (PEEF) regarding 1<sup>st</sup> position in Inter-Commerce group from Board of Intermediate and Secondary Education Sahiwal, Pakistan.

### Certificate of Merit

Government of the Punjab

- Got four hundred thousand (PKR 400000) from Government of Punjab during my University study period regarding 1<sup>st</sup> position in Inter-Commerce group from Board of Intermediate and Secondary Education Sahiwal, Pakistan.

## HOBBIES AND INTERESTS

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### Gardening

### Personal Development

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*Thank you for taking the time to review my resume. I genuinely believe that my experience and education would make me a valuable asset to your organization.*



Muhammad  
Khurram Raza