


CV and Brief Profile of Sultan Mohammad

Certified SME Trainer & Master Trainer for ToT, IFC/World Bank Group. Master Trainer with ECI Pvt. Ltd. Islamabad, Pakistan	Name: Sultan Mohammad Nationality: Pakistani Email: sultanitp@gmail.com Cell No: PAK 0300 5907360 Residence: H/No 21 Street No. 2, New Mohmand Abad Town, Kohat Road Peshawar City.	
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Introduction:

Sultan is an IFC/World Bank Group certified trainer and master trainer for delivering IFC training modules to SMEs and Training of Trainers workshop through Afghanistan and Pakistan. Sultan holds a master degree in Business Administration (MBA) with specialization in Marketing from Peshawar University and has over 18 years of work experience in Pharmaceutical industry in Pakistan with various Multi-national and National companies like Novartis, Pharmacia & Upjohn GETZ Pharma, LG Life Sciences, and Macter International. He has also worked in the field of Sales Marketing, and Training & Development. Sultan's key area of interest is training and development and he is currently active in delivering training workshops with a number of clients in Pakistan. His special areas of interest are coaching, mentoring, and training & development.

Education Background:

Degree/ Certificate	Year/Session	Institution	Grade	Major subjects
MBA (Marketing)	2000-2002	University of Peshawar	CGPA 3.5	Marketing, HR, and Training & Development
B.Sc.	1991	University of Peshawar	2 nd Division	Mathematics (A&B) and Physics.
F. Sc.	1987	BISE Peshawar	C Grade	Pre-Medical & Pre-Eng.
Matric	1984	BISE Peshawar	A Grade	Science group

Language Skills:

Languages	Read	Write	Speak
Dari/Farsi	Good	Good	Good
English	Excellent	Good	Good
Urdu	Excellent	Excellent	Excellent
Pashto (native)	Excellent	Excellent	Excellent

Demonstrated Skills & Abilities with Recently Completed Training Projects:

Company/ Assignment	Position	Performance Period	Major Tasks & Responsibilities
7-day Training of Trainers Workshop -2	Master Trainer	21 st to 27 th February 2022	ToT to 17 trainers on Agribusiness Management, Marketing and Innovation modules in Hotel Serena, Quetta on behalf of ECI Pakistan Ltd.
7-day Training of Trainers Workshop -1	Master Trainer	14 th to 20 th February 2022	ToT to 15 trainers on Agribusiness Management, Marketing and Innovation modules in Hotel Serena, Quetta on behalf of ECI Pakistan
3-day Training workshop on Managing Agri-Business Cooperatives	Lead Trainer	24 th to 26 th January 2022	Pilot training to 17 male & female trainers in Agriculture & Agribusiness in Hotel Reliance, Quetta, on behalf of ECI Pakistan
3-day Training workshop on Agri-Business Value Addition & Innovation	Lead Trainer	21 st to 23 rd January 2022	Pilot training to 17 male & female trainers in Agriculture & Agribusiness in Hotel Reliance, Quetta, on behalf of ECI Pakistan
4-day Training workshop on Agri-Business Finance	Lead Trainer	17 th to 20 th January 2022	Pilot training to 17 male & female trainers in Agriculture & Agribusiness in Hotel Reliance, Quetta, on behalf of ECI Pakistan
3-day Training workshop on Agri-Business Marketing	Lead Trainer	14 th to 16 th January 2022	Pilot training to 17 male & female trainers in Agriculture & Agribusiness in Hotel Reliance, Quetta, on behalf of ECI Pakistan
4-day Training workshop on Agri-Business Management	Lead Trainer	10 th to 13 th January 2022	Pilot training to 17 male & female trainers in Agriculture & Agribusiness in Hotel Reliance, Quetta, on behalf of ECI Pakistan
Greenstar Social Marketing Pak. Guarantee Ltd.	Sr. Regional Manager North	November 2019 to October 2021	Managing 7 managers and a field force of 30 professionals in providing trainings and family planning services through local doctors
Greenstar Social Marketing Pak. Guarantee Ltd.	Trainer	October 2019	One day training session on "Presentation Skills for Trainers" to 35 Doctors and Managers in Hotel Elite, Nathiagali
Aster Life Sciences Pakistan	Trainer	July 2019	One day training session on "Handling Customer Objections" in Hotel Elite, Nathiagali.
ECI Islamabad	Trainer	June 2019	One day training session on "Managing Time" for Women Chamber of Commerce, Peshawar
ECI Islamabad	Trainer	June 2019	One day training session on "Managing People" for Women Chamber of Commerce, Peshawar

ECI Islamabad	Trainer	May 2019	One day training session on “ Managing Time” for Women Chamber of Commerce, Abbottabad
ECI Islamabad	Trainer	May 2019	One day training session on “ Managing People” for Women Chamber of Commerce, Abbottabad
Highnoon Laboratories Ltd.	Product Manager, International Business	Jan 2016 till March 2019	Marketing strategies for existing products Launching new products, Training field force, Field visits, Developing KOLs, Scientific presentations to & by doctors

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(Note: References for all the above-mentioned trainings can be provided upon request)