



**Mehboob Ahmed Khan**

## KEY ACCOUNT EXECUTIVE

I am all about building strong relationship with key clients and boosting sales. I am passionate about exceeding targets creating, innovative sales strategies and providing unparalleled customer service. Lets connect and take your sales game to the next level!

### CONTACT

+92 301 0354236

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### SKILLS

Problem Solving

Customer Service

Leadership

Communication Skills

Persuasion

Sales management

Forecasting

Product Knowledge

Business Development

Critical thinking

Microsoft Office

### LANGUAGES

English

Urdu

Hindi

### WORK EXPERIENCE

#### ROCHE PAKISTAN LTD

March 2020 to till date



##### Key Account Executive

- Developed new accounts with proper and close follow-up of sales opportunity.
- Developed and maintained good customer relationships with important and relevant personnel.
- Certificate of Appreciation in recognition of achieving 100% small institutions target by 1 year
- 2 Billion Sales Target achieved in 10 months
- Achieved 300 million sales target in 1st Quarter of 2023.
- Promote retail sale and reduce dependency on wholesale sale.
- Extensive work on client categorization A+, A, B & C

#### AKZONOBEL PAKISTAN LTD.

Dec 2017 – March 2020



##### Sales Promoter

- Sold products by establishing contact and developed relationships with prospects; recommend solutions. Build business by identifying and selling prospects; maintained relationships with clients.
- Maintained professional and technical knowledge by attending technical workshops.

#### GETZ PHARMACEUTICALS LTD.

Jan 2015 – Dec 2017



##### Territory Manager (Cardio & Diabetic Group)

- Sold the company's medications to doctors, pharmacists, and other relevant health care professionals.
- Scheduled appointments with doctors, pharmacists, and other healthcare professionals to promote company medications.

### EDUCATION

#### **M.Sc in Pakistan Studies (2020)**

Allama Iqbal Open University

#### **Bachelor of Arts in International Relations (2012)**

University of Sindh

### PERSONAL INFORMATION

- Date of Birth : 08-03-1991
- Religion : Islam
- Marital Status : Married
- Nationality : Pakistani