



# Muhammad Ilyas

## Senior Territory Manager

### CONTACT

+92-347-8914636

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Moh: Badam Baghicha Vill:  
Thana District Malakand KPK  
PK

### PERSONAL INFORMATION

**Father Name:** Muhammad Hayat  
**Marital status:** Married  
**DOB:** 10 January 1991  
**CNIC #** 15402-2811282-7  
**Passport #** HQ1742821  
**Religion** Islam

### SKILLS

- Time Management Skills
- Staff/ Team Management,
- Communication Skill
- Friendly & cooperative  
Behavior with team member

### LANGUAGES

- English
- Urdu
- Pashto

### References

Provided if needed

### PROFILE SUMMARY

Energetic, innovative, accepting and meeting challenges of life as adventurer. Devoted to the job ever assigned, committed to the goals allocated and courageous enough to achieve the objectives. Always accommodative and adjustable to the changed circumstances, self motivated & desirous to work as team member

### CAREER OBJECTIVE

Looking for an organization, which provides me an ample opportunity to prove myself as a professional in the field of Human Resource Management, which can benefit from my qualification, experience and skills along with my professional growth..

### PROFESSIONAL EXPERIENCE

#### Senior Territory Manager

Woodward's Pharmaceutical PVT. (01-2020 to 09-2023)

- Meets regularly with regional clients
- Observes competitor strategies within the assigned region
- Provides detailed reports to the sales director
- Outlines efficient sales strategies
- Responds to regional client needs with solutions from the company
- Monitors sales KPIs
- Leads training sessions on company product offerings and sales techniques

#### Territory Manager

Woodward's Pharmaceutical PVT. (07-2015 to 08-2017)

- Maintaining customer relationships
- Setting and meeting sales targets to increase revenue
- Finding ways to ensure efficiency of sales operations

#### Sales Promotion Officer

Woodward's Pharmaceutical PVT. (12-2014 to 07-2015)

- To generate prescription sales from medical profession by detailing / presentation of products, to build liaison with top consultants.
- To establish working relationship with doctors, distributors, chemists, and hospital staff involved in purchasing-
- Liaison with distributor regarding product availability or execution of order at retail/wholesale segment.
- Allotment of field target by the Area Manager/Regional Sales Manager.
- Information regarding tools and limitation of organization for achieving budget.
- Prepare/Design tour program in consultation with Area Manager/Regional Sales Manager in such a way to call on customer at least twice in a month.
- Prescription of product from doctor by keeping the product profile track record.

### EDUCATION

#### BBA (Hon) HR

University of Swat (2010 – 2014)

#### F.Sc Pre-Medical

BISE Malakand (2009)

#### Matric (science)

BISE Malakand (2007)