

Zaheerullah Khan



Guntur, Andhra Pradesh



+91-9848584842



zuza.khan@gmail.com

CORE SKILLS

- Business Development | Sales Strategy | Territory Management
- Vaccines & Medical Devices Promotion | KOL Management
- Customer Relationship Building | CMEs & RTMs Execution
- Market Analysis | Team Collaboration | **CRM Tools (e.g., Salesforce) **
- Strategic Planning & Execution
- Sales Growth & Market Expansion

EDUCATION

- B.Sc., (Math's, Physics & Chemistry) 1st class passed out from Hindu College, Affiliated to Acharya Nagarjuna University. (2001-2004).
- D. Pharmacy

TECHNICAL PROFICIENCY

- MS Office
(Excel, Word, PowerPoint)
- OneDrive
- Photoshop
- CRM Software

PROFESSIONAL SUMMARY

Accomplished and results-driven pharmaceutical sales professional with 20 years of experience driving business growth in the pharmaceutical and vaccine sectors. Proven expertise in territory management, relationship-building with healthcare professionals, and delivering sustained revenue gains. Adept at executing strategic sales initiatives, managing key accounts, and promoting innovative healthcare solutions. Currently seeking to contribute to a forward-thinking healthcare organization that values innovation, customer focus, and growth.

PROFESSIONAL EXPERIENCE

****1. Integri Medical Pvt. Ltd.****

Business Development Executive | July 2024 – Present | Vijayawada HQ (Covering Guntur & Visakhapatnam)

- Promote and drive sales of N-FIS Device to the paediatricians
- Develop tailored strategies to educate HCPs on product benefits. Driving market penetration and enhancing customer engagement.

****2. GlaxoSmithKline Pharmaceuticals Ltd.****

Business Executive | June 2013 – December 2023 | Guntur HQ (Covering Ongole, Nellore, Kadapa)

- Spearheaded vaccine sales (**Paediatric, Gynaecologist, Physician segments**)
- Achieved consistent sales targets and expanded the vaccines business portfolio.
- Organized 20+ CMEs/RTMs, enhancing product awareness and fostering trust with 50+ key accounts.

****3. Pfizer Ltd.****

Professional Service Officer | February 2012 – June 2013 | Guntur HQ

- Promoted Pfizer's portfolio across diverse specialties.
- Developed detailed territory plans to grow prescription volumes.
- Strengthened physician relationships through regular follow-ups and value-driven interactions.

****4. Johnson & Johnson Ltd. (Janssen-Cilag) ****

Medical Services Representative | June 2009 – February 2012 | Kadapa HQ (Covered Anantapur)

- Delivered product presentations, organized CMEs, and conducted targeted RTMs.
- Surpassed sales goals through focused customer engagement.

****5. Cipla Ltd.****

Marketing Executive | June 2005 – June 2009 | Ongole HQ (Covered Nellore)

- Built brand visibility and educated HCPs on treatment protocols.
- Fostered lasting relationships through consultative sales approaches.

Personal Profile

Name : PATHAN ZAHEERULLAH KHAN
Father's Name : Masthan Khan
D.O.B. : 04-03-1984
Marital Status : Married
Kids : 2 Son
Religion : Islam
Language Known : Telugu, English, Hindi, Urdu
Address : #18-4-8; Syed Khan Street,
Beside Shahi Tiffin Centre Lane
B R Stadium Main Road,
Guntur.522003
E-mail : zuza.khan@gmail.com

Declaration:

I hereby declare that all the above-furnished details are true and correct to the best of my knowledge and belief.

Place: Vijayawada

Date: ____/____/____

ZAHEERULLAH KHAN