

# AHMADULLAH KHAN PATHAN

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## professional summary

To become a successfully professional in the field of Sales & Marketing, to work in an innovative and competitive world to explore myself & the organization. Talented sales professional with extensive experience in Diagnostics and Pharmaceutical industry. Generated leads and exceeded new business targets through outstanding networking and relationship building. Negotiated persuasively to achieve profitable, high-volume sales.

## work history

### Sales & Service Manager (IVD Portfolio)

Aug 2023 - Continue

Mediquip Diagnostics

Gujarat, India

- Handle Electrolyte, ABG, Semen Instruments Portfolio of Sales and Service for Entire South Gujarat
- Promotion of Icare POC device (Bio-chemistry, FIA, Coagulation), Fully Auto Semen Analyzer, Istat Device
- Maintain the Relationship with Existing Customers
- Conduct Scientific Programs Like Pathology Conference To Increase Revenue of the company
- Regularly Taken Follow-up for Awareness Regarding the New Tests and Engagement.
- Doing promotional activity for increasing brand equity of company.
- Submit sales report at end of the month.
- Planned and developed strategies to increase sales territory positioning, exceeding company targets.

### Area Sales Manager

Mar 2021 - Aug 2023

Lifecell Labs

Gujarat, India

- Handle team of 4 individuals and Lead them to Achieve Dedicated Goals
- Demonstration within 3 months Leading Brand in market
- Also maintain the invoices for Credit client and manage the Cash payment for Direct Client
- Provide service to the customer by help of Channel partner like Franchisees
- Provide All material and services to tie up Hospitals
- Achieve Sales Target Monthly basis and quarterly basis
- Doing promotional activity for increasing brand equity of company.
- Submit sales report at end of the month.
- Promoted branding initiatives to maximise customer outreach.
- Planned and developed strategies to increase sales territory positioning, exceeding company targets.
- Managed employee performance reviews, built positive communication and delivered development insights.

### Sales Executive

Nov 2018 - Mar 2021

Sterling Accuris Wellness Pvt. Ltd

Surat, India

- Brand Management
- Doing Camp activities on Sundays and Holidays to engage with Customers
- Also maintain logistic service for client, whether client gets service on time or not
- Also maintain invoices for Credit client and manage Cash payment for Direct Client
- Provide service to customer by help of Channel partner like Franchisees
- Provide Outsourcing service to small laboratories and Trust Hospitals

- Achieve Sales Target Monthly basis and quarterly basis
- Doing promotional activity for increasing brand equity of company like Camp activity at Society and Hospitals
- Submit sales report at end of month.
- Effectively handled daily customer meetings, sales calls and account management tasks, improving sales team efficiency.
- Delivered professional sales presentations, creatively communicating product quality and market comparisons to prospective clients.
- Fostered positive relationships with customers to enhance loyalty and retention.
- Built focused new client networks, growing business opportunities and increasing revenue possibilities.

skills

- Sales expertise
  - Sales forecast generation
  - Team building
  - Customer-focused
- Leadership
  - Marketing
  - Communication skills
  - Problem-solving

education

|                                                                              |             |
|------------------------------------------------------------------------------|-------------|
| <b>Master of Business Administration: Marketing Management</b>               | 2021        |
| Himalayan University                                                         | Uttarakhand |
| <b>Bachelor of Commerce: Marketing Economics and Business Administration</b> | 2014        |
| Veer Narmad South Gujarat University                                         | Surat       |
| <b>H.S.C: Economics and Accounting</b>                                       | Mar 2011    |
| Sir.J.J.High School of Commerce                                              | Surat       |
| <b>S.S.C: Social Science</b>                                                 | 2009        |
| I.P.Mission High School                                                      | Surat       |

languages

|                 |                 |
|-----------------|-----------------|
| <b>English</b>  | <b>Hindi</b>    |
| Fluent          | Proficient (C2) |
| <b>Gujarati</b> | <b>Urdu</b>     |
| Native          | Fluent          |

personal details

|                                        |                            |
|----------------------------------------|----------------------------|
| <b>Date of Birth / Age:</b> 28/03/1994 | <b>Nationality:</b> Indian |
| <b>Marital Status:</b> Married         | <b>Gender:</b> Male        |