

Salman Nasir

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📍 Peshawar, Pakistan

Education

FA B.I.S.E, Peshawar, HSSC
2012 | Peshawar, Pakistan

SSC (Matriculation)
B.I.S.E, Peshawar,
Quaid Public School
2009 | Peshawar, Pakistan

Languages

- English, Urdu, Hindko, Pushto

Interests

— Reading books of interest
| Listening to music |
Watching movies | Playing
games in spare time

Professional Summary

Dynamic and results-oriented professional with over 6 years of experience in the healthcare and sales industry, with a strong focus on digital health solutions, business development, customer support, and team management. Proven ability to bridge the gap between healthcare, technology, and business, offering insights into sales strategies, marketing, and product deployment. Adept at training and leading cross-functional teams while maintaining excellent client relationships. Passionate about the integration of digital health solutions in enhancing patient care and healthcare delivery.

Professional Experience

Area Sales Manager/ Trainer/ Team lead For KPK., *HealthWire*

January 2020 – May 2024 | Peshawar, Pakistan

- Led regional sales and business deployment for HealthWire, managing a team across KPK (Khyber Pakhtunkhwa).
- Spearheaded sales strategies, marketing initiatives, and customer support services to drive business growth.
- Integrated digital health tools and technology into the sales process, enhancing overall efficiency and client satisfaction.
- Delivered training programs for new hires and existing staff, ensuring high-level proficiency in sales, customer interaction, and digital health platforms.
- Coordinated with IT teams to optimize the platform for better user experience and healthcare delivery.

Area Sales Executive, HealthWire

December 2018 – December 2019 | Peshawar, Pakistan

- Responsible for managing key customer relationships within the healthcare sector, including doctors, hospitals, and medical institutions.
- Actively promoted and sold digital health solutions to healthcare providers, educating them on the benefits of using HealthWire's platforms.
- Increased product awareness, conducted presentations, and assisted clients in adopting digital health tools to streamline healthcare delivery.

Sales Promotion Officer, Mediciads

2017 – 2018 | Peshawar, Pakistan

- Promoted and sold healthcare products to medical professionals, including doctors, nurses, and pharmacists.
- Provided product knowledge, answered queries, and assisted with product adoption.
- Supported marketing efforts by introducing new products and increasing brand awareness in the healthcare community.

Skills

- **Digital Health & Healthcare Technology:** Familiar with digital health platforms, health information technology (HIT), telemedicine, and eHealth solutions.
- **Sales & Business Development:** Proven expertise in B2B and B2C sales, marketing strategies, and customer relationship management (CRM).
- **Team Leadership & Training:** Experience in managing teams, delivering training, and driving employee performance.
- **IT & Software Proficiency:** Microsoft Office Suite (Word, Excel, PowerPoint), Coral Draw, Web Designing, Software Installation, Windows OS (9X/XP/7/10).
- **Financial Management:** Accounting, record-keeping, and cash flow management.

Territory Manager, Ravi Pharma

2016 – 2017 | Peshawar, Pakistan

- Managed a designated sales territory, focusing on growing the customer base within the healthcare sector.
- Built and nurtured relationships with doctors, nurses, and pharmacists to drive sales and product usage.
- Focused on the integration of new products and technologies to enhance the customer experience.

Sales Promotion Officer, Mediciads

2013 – 2016 | Peshawar, Pakistan

- Promoted and sold a wide range of pharmaceutical products to healthcare professionals.
- Increased market penetration by introducing innovative products and services to new and existing customers.
- Provided ongoing customer support to ensure satisfaction with products and services.

Accountant, TNT Courier Company

2009 – 2013 | Peshawar, Pakistan

- Managed all financial records for the franchise, ensuring accuracy in accounting and reporting.
- Handled sales staff cash flow and inventory records, maintaining detailed records for smooth business operations.