




Umair Sharif

Date of birth: 04/02/1986


Nationality: Pakistani

Sex: Male

CONTACT

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ABOUT MYSELF

You can provide a I am self-motivated, committed, and determined in achieving my goals. I always urge to be best whatever task assign to me by giving my 100%. I'm working in pharmaceutical industry from last 10 years.

WORK EXPERIENCE

05/07/2024 – CURRENT Dubai, United Arab Emirates

Sales manager Care Pack Solution LLC

05/12/2022 – 30/06/2024 LAHORE, Pakistan

Assistant RCM Executive CureMD

- Follow-up of medical claims by calling customers & insurance companies.
- Intime medical claims submission, EOB posting, Payment posting.
- Working on Denial Claims, like any modifier, CPT or ICDs correction.
- Sending appeal or reconsideration if we received any denial due to timely filling.
- Provide accurate quotes for insurance premiums based on client information.
- Conduct consultations to understand clients' insurance needs and recommend suitable coverage options.
- Resolve customer complaints, concerns, and issues promptly and professionally.
- Collaborate with internal departments to address complex customer problems.
- Participate in training sessions to enhance product knowledge and customer service skills.
- Business or Sector Activities of extraterritorial organizations and bodies

13/10/2016 – 03/12/2022 LAHORE, Pakistan

Senior Health Care Representative Feroz Sons Laboratories Limited

- Promote and detail medical and pharmaceutical products to healthcare professionals, including doctors, pharmacists, and nurses.
- Deliver compelling product presentations highlighting features, benefits, and clinical evidence.
- Educate healthcare professionals on the proper use, dosage, and administration of products.
- Establish regular visits to healthcare facilities to engage with professionals and understand their needs.
- Stay informed about market trends, competitor products, and industry developments.
- Develop and implement sales strategies to achieve and exceed sales targets.
- Track and report on sales performance, presenting regular updates to the sales manager.
- Conduct product training sessions for healthcare professionals.
- Ensure compliance with industry regulations and company policies.

03/07/2012 – 01/09/2016 LAHORE, Pakistan

Senior Sales Promotion Officer Atco Laboratories

- Promote and detail medical and pharmaceutical products to healthcare professionals, including doctors, pharmacists, and nurses.
- Deliver compelling product presentations highlighting features, benefits, and clinical evidence.
- Educate healthcare professionals on the proper use, dosage, and administration of products.
- Establish regular visits to healthcare facilities to engage with professionals and understand their needs.
- Develop and implement sales strategies to achieve and exceed sales targets.
- Conduct product training sessions for healthcare professionals.

EDUCATION AND TRAINING

01/09/2005 – 28/03/2007 LAHORE, Pakistan

BACHELOR OF COMMERCE PUNJAB UNIVERSITY

Website <https://pu.edu.pk/> | **Field of study** Commerce | **Final grade** 809/1500

06/09/2002 – 30/10/2004 LAHORE, Pakistan

Intermediate (FSc) Board of Intermediate and Secondary Education, Lahore

Website <https://biselahore.com/> | **Field of study** Science | **Final grade** 496/1100

05/03/2000 – 15/06/2002 LAHORE

Matric Board of Intermediate and Secondary Education, Lahore

Website <https://biselahore.com/> | **Field of study** Science | **Final grade** 573/850

09/09/2021 – 09/12/2021 LAHORE, Pakistan

Level 6 Diploma in Business Management, Leadership and Innovation EDIFY Creative Intelligence

Field of study Business Management

IELTS British Council

Final grade 5/9 | **Valid until** 19/10/2024

LANGUAGE SKILLS

MOTHER TONGUE(S): Urdu | Pujabi

Other language(s):

English

Listening B1

Spoken production B1

Reading B1

Spoken interaction B1

Writing B1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user