**First Name of Application CV No 1646040**

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D.O.B: 30th September 1982

Nationality: Pakistani

Working as: Sr. Medical Supervisor

Position applied for: Marketing Executive

**OBJECTIVE**

Seeking a challenging career with a progressive organization that will utilize my skills, abilities and education in management and product management to create integrated strategies to develop and expand existing customer sales and enhance brand/product evolution.

**EXPERIENCE**

**Global pharma – A Sanofi Company**

**Senior Medical Supervisor, Feb 2014 – present**

* Currently managing the sales of **Omeprazole, *Irbesarten, Celecoxib and Amlodipine in Sharjah, Ajman, RAK, UAQ and Fujairah*** with 4 pepole
* Successfully launched new molecules in my area with 100% success rate including Irbesartan, Celecoxib and some of them are enjoying top positions now
* Have good business and personal relations with my customers including Internal medicine, cardiologists, GP’s and pharmacists of my area
* Managing RTDs (Round Table discussion) with top tier customers of my area and 2nd line customers to maintain academic relationship with them
* Working closely with product managers to develop forecast, develop promotional campaigns
* Maintained the sales of Emifenac DT (Diclofenac) as the second largest generic in its category
* Over achieving the monthly target of 1 mio AED

**Al-Wegdaniyah Global Medical Trading**

**Buisness Development Manager, Jan 2012 – Feb 2014**

* Promoted OTC products in Internists, physicians and dermatologists of Sharjah and Dubai
* Enlisted Multi Essential Complex in Marina Group of Pharmacies
* Enlisted Eczmaid in Makkah group of pharmacies
* Developed excellent business as well as personal relations with top tier customers including doctors and purchasing managers of big group of pharmacies in Sharjah and N.E.
* Current monthly target is 300,000 AED which I am over achieving by 400,000 AED

**Schering-Plough, Pakistan**

**Product Specialist, Nov 2007-Dec 2011**

* Responsible for the promotion of interferon brand Peg-Intron at hospitals and clinics in Karachi and Quetta regions of Pakistan including
  + Civil hospital Karachi
  + Civil hospital Quetta
  + Sindh Institute of Urology and Transplantation (SIUT)
* Presentations to Doctors and Surgeons and other medical administrative staff
* Making presentation materials and ensuring that product documentation for customers was accurate
* Meeting and exceeding target revenue quota of PKR 1 Mio(average target per month)
* Grew Market of Peg-Intron by 23%
* Highest achiever of 80 mcg Peg-Intron in the fiscal year of Jan 2010 to Jan 2011
* Became the member of Elite club of Schering Plough in June 2011

**Novartis Pakistan**

**Cardio coordinator, June 2006-Nov2007**

* Promoted Diovan, Co-Diovan, Lesccol in major institutes of Karachi like
  + Agha Khan University Hospital
  + Liaquat National Hospital
  + Pakistan International Airlines Clinic
* Was assigned a quota of PKR 1.2 Mio which I over achieved by 1.35 Mio from June 2006 to June 2007
* Enlisted Lescol (Fluvastatin) in the formulary of P.I.A. (Pakistan Inter. Airlines) Hospital

**EDUCATION**

**MBA (Health and Hospital Management) - Marketing**

Institute of Business Management (IoBM)

2009 – 2011

**B-PHARMACY**

University of Karachi

2002-2005

**TRAINING COURSES & ACHIEVEMENTS**

* Selling and negotiation skills Sanofi UAE
* Initial Development Program Schering Plough Pakistan
  + Highest achiever of 80 mcg ***Peg-Intron*** in the fiscal year of Jan 2010 to Jan 2011
  + Became the member of ***Elite club of Schering Plough*** in June 2011
* Basic Training Course Novartis Pakistan (Achieved 1stpositon in presentation)
* Selling Excellence Course Novartis Pakistan

**PERSONAL SKILLS**

* Work well under pressure
* Always meet and exceed customer and employer expectations
* Excellent Team Player

**LANGUAGES KNOWN**

* Urdu (mother tongue)
* English (fluent)
* Arabic (basic)

**COMPUTER SKILLS**

Well versed with MS Office specifically

* MS Word
* MS Excel
* MS Power Point