Muhammad Tariq Aziz

**Profile:**

Enthusiastic, quick learner, have excellent professional reputation, Outstanding skills in assessing client needs worked as Medical Representative in Sanofi-Aventis and Barrett Hodgson. I have proven track record of meeting deadlines, being highly organized, efficiently prioritizing and handling multiple tasks.

**Experience:**

* Worked as **Medical Representative** on designation of **Field Executive** in since March 2010 to till date, promoting research brands based at Bahawalpur Pakistan with the exposure of different territories.
* Worked and started career in 2009-2010 as **Medical Representative** in **Barrett Hodgson** promoting research brands based at Bahawalpur, Punjab, Pakistan.

**Major responsibilities performed:**

* Implement sales & promotion strategies and achieve targets set by management i.e. increase market share and product growth in the relevant markets.
* Achieves assigned sales targets by generating prescriptions.
* Builds Company’s image and good will through professional approach and conduct.
* Improve knowledge,(product, competitors, customer, market) & skills required to deliver effective message.
* Identifies new prospects and maximize business from existing customers through proper coverage.
* Monitor sales trend, stock availability & distribution coverage in the assign territory.
* Provide market feedback, competitor strategies & activities.
* Obtains and updates information about Doctors, Chemists, Market, Hospitals, Institutions and Officials of Health Department.

**Professional Trainings:**

* Successfully completed “License to sell” training course on selling skills from Sanofi-Aventis training team in 2014.

**Educational information:**

* DOCTOR OF PHARMACY (PHARM-D),

 The Islamia University of Bahawalpur, PUNJAB, Pakistan, 2009

**Achievements:**

* Achieved National sales champion award for the year 2012.
* Achieved National sales champion award for the year 2015.
* Best Medical Representative of team for the year 2011.
* Best Medical Representative of team for the year 2009 in Barrett Hodgson.
* Most often got First prizes in detailing and Quiz competitions.
* Extraordinary Launch of new product like Lactacyd, Gardan, co-Plavix.
* Successfully arrange scientific promotional activities like Lecture programs, Round table discussions, ward activities, CME, scientific product presentation etc.
* Attended International Annual Sales Conferences to Bangkok and with Sanofi Platform.

**Computer skills:**

* Microsoft Word, Excel, Power Point, Internet.

**Language and Communication skills:**

* IELTS SCORE: 6 Bands.
* Fluent in English **,**Urdu language.
* Excellent presentation skills.

**Personal Details:**

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* Date of Birth 24thAug 1985
* Marital Status Married
* Nationality Pakistani
* Religion Islam

**Job Seeker First Name / CV No: 1799502**

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