RESUME



Nawaz

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Marital Status Married

Visa Status in Russia: Student

**SHORT DESCRIPTION:**

An innovative professional with 18 years of professional experience with multinational healthcare setting in sales, having strong leadership skills to drive business growth independently by capitalizing his potential to best manage all the relevant aspects of daily business operations.

**ACADEMIC QUALIFICATION:**

**Master of Science in** International Business **(IBS Moscow)** (In **Progress)** 2017

**Bachelor of Law** 2nd Class 2007

**Bachelor of Science (B.Sc)** Degree in Biological Science **(Pre-Medical)**  1st Class 1995

**Higher Secondary Certificate** in Biological Sciences **(Pre-Medical)** B Grade 1993

**Secondary School Certificate** in Science A Grade 1991

**Professional experience:**

Worked as **Professional Services Representative with Pfizer Global Pharmaceuticals (Private) Limited** since 08th September 1997 to 5th October 2015.

**MAJOR ACHIEVEMENTS:**

* **1st Position** in the Initial Class Room Training (ICT) throughout Pakistan that was appreciated by the Managing Director & Training Manager.
* **Best Performer in Sales** 2003, achieved a trip to Dubai.
* **Best Performer in the Region** for Xanax Brand in 2009.
* **Best Performer in the Region** for Xanax Brand in 2011.
* **3 Long Service Awards Certificate** achievement in Pfizer Laboratories Pvt. Ltd in completion of 5 years, 10 years, 15 years of service.

**RESPONSIBILITIES:**

* Explore and identify new business areas.
* Ensure business targets are achieved.
* To maximize product sales through different sales & promotional activities within the assigned territory.
* Continuously updating product knowledge by utilizing international guidelines, marketing literature, clinical trials and product prescribing information details that can help support Healthcare Professional in best decision making.
* Ensure the availability to products in institutions; follow-up on consumption, stocks 7 ordering processes.
* Feedback and follow-up with relevant Key Opinion Leaders (KOLs), Pharmacists, & other concerned stakeholders.
* Required to cover different disease related areas & specialties inclusive of, Dentistry, Dermatology, Cardiology, Psychiatry, neurology, Urology, Gynecology&Obstetrics, Orthopedics, Medicine & Surgery, Pulmonology, Peads and other male & female General Practitioners & Family Physicians.
* Participate in various marketing campaigns by providing a valued added feedback as per customer needs and the real market view.
* Organize Continuous Medical Educational (CME) activities in assigned area & major academic institutes with the collaboration of Medical & Marketing colleagues.
* Send a Daily Reporting by MIT (Mobile Intelligence Technology), also Weekly Sales Analysis, Full Market Change Analysis Report and Competitor Activities to all the important patrons.
* Preparation of Plan-of-Action based on monthly sales, Year to Date (YTD) Analysis, Customer Focus and other necessary activities.
* Maintain Effective interpersonal, communication, persuasive, negotiation & team building skills.
* Effective and efficient communication of product information to potential Clients.
* Provide impeccable professional service to Clients.
* Excellent verbal and written communication skills.
* A pleasant and affable personality with strong social contacts.
* Be willing to move outdoors.

**TRAININGS:**

* Initial Class Room Training in Pfizer Laboratories Pvt. Ltd. On basic Anatomy, Physiology, Biochemistry, Pharmacology & Disease Aspects in 1997.
* Professional Selling Skills Training in Pfizer Laboratories Pvt. Ltd. In 1998.
Workshop on “Understanding Customers Behavior” by Pfizer Laboratories in the year 2000.
Workshop on “Leaders Behavior” by Pfizer Laboratories Pvt. Ltd. In 2001.
* Workshop on “Persuasive Skills” at Dubai by Pfizer Laboratories in the year 2002.
* Customer Targeting Training on WMP (Weighted Matrix Profiling) in 2012.
* Training on “Customer Focused Selling Approach” (CFSA) in 2013.

**PERSONAL:**

IT Skills: Packages: MS Office (Word, Excel, PowerPoint, Outlook), Operating System: Windows 7, Windows 2003.

Leisure: Reading Newspapers, book on topics like General Knowledge, Islam & Listening to music.

**REFERENCES:**

To be furnished up on request.