###### RESUME

###### IQBAL

###### [IQBAL.356629@2freemail.com](mailto:IQBAL.356629@2freemail.com)

**Career Objectives**

To secure a management position in a high growth company with considerable advancement opportunities. Ideally, in a business development capacity with an emphasis on strategic Sales and Administration planning.

**Brief Overview**

### Keen interest to work as sales Professional, High end sales and Marketing, Administration operations in a challenging environment which would offer me various opportunities of working on the leading edge technology, handling responsibilities and career growth

### Expertise in working in fast-paced, high-tech environments requiring skills in scheduling, management and team building

### An effective team member with strong troubleshooting, and problem solving skills

* Achievement oriented with excellent communication & interpersonal skills.
* A good team player with ability to lead a team by example and motivate them to achieve desired objectives.
* A keen learner with an ability to maintain focus, optimistic and persistent even under adversity.

**Employment History**

**Zydus Cadila (Pharmaceutical Company)**

Start Date: OCT 1999

End Date: Current

Position/Title: Senior Business officer In Cardio and Diebetic Division

Responsibilities/

* + - * + To Manage and be directly involved in promoting, selling, and
        + Marketing Pharmaceutical products and services,
        + Within an Assigned territory.
        + Make product presentations, arrange CME meetings
        + For Doctors and meeting them and thereby creating demand for companies products.
        + Manage time effectively by working out optimal sales call
        + Schedules,
        + Maintain Daily Reporting,
        + Organize promotional materials and drug samples.
        + Managing sales at stockiest level, doing RCPA on regular basis and analyzing competitor’s activities.

**Achievements:**

* Awarded as a No.1 medical sales representative in the company
* Got Gold Medal in making one of the products No.1 in the state.

**Education/Qualifications**

Institution: Kashmir University

City/Country: India

Qualifications: Bachelor of Science

Completed: 1998

Institution: Govt. Medical College

City/Country: India

Qualifications: Diploma in Pharmacy

Completed: 1994

Institution: Vinayaka Mission University

City/Country: Salem, Tamil Nadu, India

Qualifications: MBA Sales and Marketing

**Skill Summary**

**Non Technical Skills:**

* A highly motivated professional with a proven record of success.
* Demonstrated accuracy, attention to detail, and ability to work well in team environment.
* Easily establish rapport with people of all ages, cultures and beliefs.
* Cheerful and helpful with customers and colleagues
* Ability to do work self directed without supervision.
* Hardworking, reliable, able to collaborate in a team enterprise.

Assertive, self motivated, goal oriented, organized and efficient.

* Quickly learn procedures and protocols.
* Skillful in problem solving and troubleshooting.

**Computer Skills:** One Year Advance Diploma in Computer Applications

**Languages Known**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Read** | **Write** | **Speak** |
| **English** | Yes | Yes | Yes |
| **Arabic** | Yes | Yes | No |
| **Urdu** | Yes | Yes | Yes |
| **Hindi** | Yes | Yes | Yes |

**Personal Details**

**Gender**  **:** Male

**Marital Status :** Single

**D-O-B :** 05-06-1975