**CURRICULUM VITAE**

**Muhammad**

[**Muhammad.371572@2freemail.com**](mailto:Muhammad.371572@2freemail.com)

**Profession :-PHARMACIST**

**Career Objective:**

 Seeking a suitable & rewarding job in the field of sales & marketing through an organization with dynamic and compassionate work environment, where hardwork dedication and efficiency paves way for fulfilling to achieve the desired target by the defined ways for the mutual benefit of myself and prospective employer.

**Qualification: University graduate**

**Bachelor of Pharmacy 🡪 Bachelor's Degree in Pharmacy** affiliated to **JNTU**, Hyderabad, in the year 2006.

🡪 **Telangana Pharmacy Council** Registered Pharmacist-INDIA

-Accredited & Registered Pharmacist -Saudi Arabia (KSA)

**Computer Skills:**

* Operating System : WINDOWS
* MS Office

**Personal Skills:**

* Knowledge of pharmacology, medical terminology specifically **orthopedic, trauma line and arthroplasty’s** **of hip and knee**, and health care surgical Instruments, ability to apply marketing skills to improve total sales volume.
* Multilingual, with excellent command over Telugu, English & Hindi.
* Can communicate the key task responsibility and Documentation requirements.
* Good Computer and Management Skills with ability to establish and maintain.
* Effective working relationships with co-workers, managers and clients.
* Keen in grasping new concepts.

**Work experience:**

* Over 10 plus years of experience in medical field
* specifically Orthopedic, trauma and joint replacement (Arthroplasty) marketing prosthesis and surgical instruments.
* Experience in pharmaceutical Sales & marketing.

1. **Qatar Pharma ( IV solutions )–Jeddah –KSA**

Roles & Responsibilities:

Designation : Product-Sales –Specilaist

from Dec-2016-till date

Jeddah –Western Region

Promoting IV solutions sales with Central ware housing Inventory coordination

Managing stock inventory

Strategic planning for the sales marketing target achievements in western region

Maintaining CRM with KOL

Delivering CME to the Hospital Staff for the product updates by presentation & seminars

**2.MEAHCO.(Middle East Health Care Co)-Jeddah-KSA**

Roles & Responsibilities:

Designation : Product-Specilaistfrom April 2013 –Nov-2016

Jeddah –Western Region

* Working in orthopedic and surgical instruments division
* **Joint replacements: for prosthesis of LINK-Germany for hip and knee arthroplasty.**
* **Assisting cases in OR Dept:**
  + **Hip – Bipolar hemi-hip arthroplasty, Total hip arthroplasty.**
  + **Knee and unique knee from LINK-Germany Endo-model rotational knee, primary knee Gemini-SL.**
  + **Custom-made prostheses by approved HOD surgeon per case by case.**
* In Trauma Line promoted OrthoSelect Germany.
* TekniMed - France for the bone cement.
* Also promoted from Nopa - Germany and Simex - Germany for the surgical instrument range.
* Upon achieving successful targets consistently for 3+ years promoted as Product Manager.

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3 **DMF –(Dawara Medical Factory –Jeddah)-KSA**

Roles & Responsibilities:

Designation : Product-Specilaist

from July 2009- March 2013

Jeddah –Western Region

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Promoting Dermatology and disinfectants products division –

Product range handling from BODE – CHEMIE Hamburg,-Germany for the disinfectant line–

Upon achieving desired targets consistently for 4 years promoted as Product Specilaist

**4 Lupin Labs Ltd – Hyderabad-INDIA**

Roles & Responsibilities:

Designation : **Medical Executive – Pharmacist**

from April 2008- July2009

MIND-VISION

Neuropsychiatric cum oncology division –

promoting neurology as well as oncology brands sales in Hyderabad territory

with consistent efforts and was promoted as product medical executive

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**5. Pharmacy Group Est.-Jeddah-KSA**

Roles & Responsibilities:

Designation : Sales- Pharmacist

from May 2007- Jan 2008

As Pharmacist in a retail pharmacy for medication dispensing

Inventory control for the group purchasing from the suppliers

To maintain stock items at the central stores & supply chain management

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6 **Glenmark Pharmaceutical’s Ltd** – **Hyderabad-INDIA**

Roles & Responsibilities:

Designation : Sales Officer - Pharmacist

from April 2006- April 2007

Healtheon Diabtetic division -

Promoting sales for the diabetic range brands &

achieved satisfactory sales targets in Hyderabad territory ,

thereby had appraisal as territory sales officer.

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**Achievements :**

* Consistent achievement of quarterly and yearly targets since 10 plus years.

**General Information**:

* Having fair knowledge of medical terminology, strategy implementation/planning.

**Personal Details:**

Date of Birth: 03/01/1984

Sex: Male.

Marital Status: Married.

Languages: English, Telugu, Hindi and Urdu.

**Availability**: Immediate