|  |  |
| --- | --- |
|  | **SHEIKH**  [**Sheikh.234637@2freemail.com**](mailto:Sheikh.234637@2freemail.com) |

**PROFESSIONAL PHARMACEUTICAL SALES REPRESENTATIVE**

~ Professional Summary ~

Dynamic Pharmaceutical Sales Representative and exceptional leader, having 9+ years of experience in Retail and Wholesale Sales in addition worked as registered Pharmacist and Biotechnology Research Assistant with demonstrated track record of progressive responsibilities and promotions. Excellent sales achievements, Proficient customer relationship management, establishing customer loyalty and delighting customers. Strong product knowledge consistently achieving high test scores and evaluations. Proven revenue generator in all market conditions. Demonstrated ability to work in new territories and expand opportunities within existing client base. Outstanding relationship building, training and presentation skills. Intelligent, articulate and driven to succeed. Strong individual contributor.

~ Core Competencies ~

Research and Development Medical Sales Territory Development

Strategic Planning Client Needs Assessment Client Relationship Management

In-Service Training Profit & Loss Management Market Analysis

Forecasting Negotiation Closing Sales

~ Career Objective ~

* To improve and utilize my knowledge and skills, in a good and professional environment; by being in touch with the good professional organization and to provide a valuable contribution toward the growth and development of the organization.
* To achieve a career in a progressive and rewarding work environment, where I can actively devote my creative abilities and professional interest to satisfy my urge for excellence.

~ Professional Background ~

* **TERRITORY BUSINESS OFFICER. GLENMARK PHARMACEUTICALS PVT. LTD.,** India, ANANTNAG, J & K. *Mar 2011 – (Presently on notice period)*
* Responsible for achieving sales target.
* Responsible for Daily Updates/Daily Reports/Business Development.
* Responsible for doing Market Research, Setting Marketing Strategies.
* Responsible for Promotions/Advertisements & Management of Brand or giving assistance to Sales.
* **MEDICAL SALES REPRESENTATIVE. CORONATION LABS PVT. LTD.,** India, ANANTNAG, J & K. *Aug 2009 - Dec 2010*
* Demonstrated ability to exceed customer expectations, building and strengthening customer loyalty.
* Exceptional product knowledge as demonstrated by consistent achievement of high test scores and outstanding managers evaluations.
* Strong communication skills, including identifying client needs, resolving conflict, creating win-win solutions and closing sales.
* **PROJECT ASSISTANT. NATIONAL CHEMICAL LABORATORIES,** India, PUNE, M.S. *Jul 2008 - May 2009*
* WORKED ON THREE MEDICINAL PLANTS, WORK WAS BOTH ON TISSUE CULTURE AND MOL. BIOLOGY
* **PHARMACIST: DOCTOR’S HEALTH CARE CLINIC,** India, ANANTNAG, J & K. *Feb 2001 - May 2005*
* Well versed with dispensing in retail pharmacy sales and techniques.

~ Educational Background ~

* **Master, BIOTECHNOLOGY**: HISLOP SCHOOL OF BIOTECHNOLOGY, NAGPUR UNIVERSITY, INDIA , Sep 2005 - Aug 2009
* **Master, ECOLOGY AND ENVIRONMENT:** INDIAN INSTITUTE OF ECOLOGY AND ENVIRONMENT, NEW DELHI, INDIA, Jun 2001 - Jul 2003
* **POST GRADUATE DIPLOMA, COMPUTER APPLICATIONS:** CENTRE FOR ELECTRONICS DESIGN AND TECHNOLOGY OF INDIA, NEW DELHI, INDIA, Mar 2001 - Apr 2002
* **Bachelor of SCIENCES (Hon’s)** AGRA UNIVERSITY, AGRA, INDIA, Nov 1996 - Oct 2000
* **High School, BIOLOGICAL SCIENCES**, J & K, B.O.S.E., SRINAGAR, J&K, INDIA, Jan 1993 - Nov 1995

~ Special Skills ~

* **ABILITY TO WORK ALONE AS WELL AS IN A GROUP** -   
  CAPABLE OF TAKING INITIATIVES AND EMPLOYING TACTICAL MEASURES
* **EXPERIMENTAL SKILLS** - MOL BIO; IMMUNOLOGY; BIOCHEMISTRY; ENZYMOLOGY; MICROBIOLOGY; BIOTECHNOLOGY.
* **LEADERSHIP SKILLS** - AS UNDER OFFICER IN 54TH BATALLION NCC AT UG LEVEL; AS VOLUNTEER IN NSS AT UG LEVEL; AS CLASS LEADER FROM STD. 1ST UPTO M.Sc., AS BADMINTON CHAMPION AT UG LEVEL
* **NOTABLE WRITTEN AND VERBAL SKILLS**
* **COMPUTER SKILLS** - OPERATING SYSTEMS: WINDOWS 95/98/00/XP/7/8 APPLICATIONS AND LANGUAGES: MS OFFICE 2013 (WORD, EXCEL, POWERPOINT, ACCESS, and FRONTPAGE), DOS, WEB DESIGNING, TALLY 9.1, PHOTOSHOP, URDU INPAGE ETC.
* **REASONING AND MENTAL ABILITY**
* **STRONG BACKGROUND IN LIFE SCINCES, ENVIRONMENTAL SCIENCES, COMPUTER APPLICATIONS AND BIOTECHNOLOGY**

~ Honors and Awards ~

* PULSE POLIO IMMUNIZATION PROGRAMME, Sep 1998
* POSTER COMPETTITION ON AIDS AWARENESS, Oct 1998
* NATIONAL SERVICE SCHEME (NSS), Oct 1999
* NATIONAL CADET CORPS (B CERTIFICATE), Feb 2000
* ENVIRONMENTAL ANALYSIS , Dec 2001
* ENTREPRENEURSHIP DEVELOPMENT PROGRAMME, May 2004
* LIFE SCIENCE MODEL , Sep 2006

~ Licenses and Certification ~

* **REGISTERED PHARMACIST**, Dec 2006  
  CERTIFIED AS REGISTERED PHARMACIST UNDER SECTION 18 (D) INCORPORATED UNDER J & k PHARMACY ACT SVT. 2011
* **ENTERPRENEURSHIP DEVELOPMENT CERTIFICATE**, Jun 2003  
  ORGANIZED BY; J & K INDUSTRIAL AND TECHNICAL CONSULTANCY ORGANISATION LTD; DIRECTORATE OF INDUSTRIES AND COMMERCE; J & K GOVERNMENT; JAMMU AND KASHMIR BANK LTD; IDBI; IFCI; ICICI AND MANAGE HYDERABAD, INDIA.
* **ENVIRONMENTAL ANALYSIS**, Jul 2001  
  INCLUDING WATER AND WASTE WATER MONITORING; CONDUCTED IN ASSOCIATION WITH "THE ENVIRONMENTAL CONSULTANCY ORGANISATION OF INDIA".
* **NATIONAL CADET CORPS "B" CERTIFICATE**, Aug 2000  
  ISSUED BY; MINISTRY OF DEFENCE, GOVT. OF INDIA
* **PULSE POLIO IMMUNIZATION PROGRAMME CERTIFICATE**, Sep 1998 and Mar 1999  
  ORGANISED BY; 5 U.P. BATALLION NCC SHIKOHABAD, AGRA, INDIA
* **CYCLE EXPEDITION CERTIFICATE**, Jan 1999  
  ORGANISED BY; 5 U.P. BATALLION NCC, SHIKOHABAD, AGRA, INDIA

~ LANGUAGES KNOWN ~

* **ENGLISH:**  READ, WRITE, SPEAK
* **URDU:**  READ, WRITE, SPEAK
* **HINDI:**  READ, WRITE, SPEAK
* **KASHMIRI:**  READ, WRITE, SPEAK
* **ARABIC:**  READ & WRITE ONLY