

## MUHAMMAD TALHA

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### Professional Summary

Pharmacy professional with 2+ years of experience in pharmaceutical sales, clinical research, and hospital operations. Skilled in sales strategy, drug formulation, and regulatory compliance. Certified in FDA compliance, pharmacovigilance, and clinical research. Adept at leveraging technical skills (Power BI, scientific writing) to deliver data-driven solutions in fast-paced environments.

### Education

#### Doctor of Pharmacy (Pharm-D)

COMSATS University Islamabad, Lahore Campus

(2019-2024)

#### Aspire Leadership Program

Aspire Institute (Academic and Professional Development Program)

(2025-2026)

### Professional Experience

#### Territory Manager *Shaigan Pharmaceutical*

(Current)

- Achieved 105% of annual sales targets, expanding business in Lahore's Gynaecology and Orthopaedics sector.
- Conducted market research, identifying 15+ new business opportunities.
- Led promotional events and CMEs, increasing brand awareness by 30%.

#### Medical Information Officer *GT Pharma, LGS Area*

- Trained 100+ healthcare professionals, improving prescribing accuracy by 25%.
- Resolved 50+ monthly client inquiries, enhancing customer satisfaction by 40%.

#### Research Volunteer *HybridMedics*

- Co-authored 2 peer-reviewed publications on epigenetic therapies for cancer.
- Streamlined data collection processes, reducing research turnaround time by 20%.

#### Sales and Marketing Intern *OrganoPharm*

- Developed marketing strategies to promote pharmaceutical products.
- Created marketing materials and presentations for sales meetings.

#### Hospital Intern *Jinnah Hospital Faisal Town, Lahore*

- Dispensed 100+ medications daily with 100% accuracy, supported by EHR systems.
- Conducted 50+ patient counselling sessions, improving adherence to treatment plans by 35%.

#### Drug & Poison Information Centre (DPIC) Internship

- Researched and provided information on drug interactions, poison management, and adverse effects.
- Assisted healthcare professionals in poison control cases by offering timely drug-related data.
- Contributed to patient education by creating informational materials on poison prevention and safe drug use.

#### Community Pharmacy Experience *Fazal Din Pharma Plus, Lahore*

- Assisted in daily pharmacy operations (dispensing and inventory management).
- Provided patient counselling on medication usage and side effects.
- Conducted health screenings and monitored patient conditions.
- Supported the implementation of pharmacy services and health programs.

### Laboratory & Analytical Techniques

Hands-on experience with a range of pharmaceutical and microbiological techniques, including:

- **UV Spectrophotometry:** Absorbance spectrum analysis and concentration interpretation.
- **Microbiology Techniques:** Sterilization, serial dilution, culture growth, inoculation, incubation, aseptic techniques, differential staining.
- **Quality Control Instruments:** Proficient with disintegration apparatus and dissolution tester.
- **Titrimetric Analysis:** Skilled in volumetric analysis for pharmaceutical formulations.

### Key Skills

- **Pharmaceutical Skills:** Dispensing, Drug Information, Patient Counselling, Pharmacovigilance
- **Technical Skills:** Microsoft Office 360, PowerPoint, Excel, Scientific Research Writing, E-marketing, Power-BI
- **Soft Skills:** Communication, Team Collaboration, Problem-Solving
- **Certifications:** FDA Certification, Clinical Research, Neurology, Pharmacy Point-of-Care Testing

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## Training and Workshops

- **Understanding Endnote for Proper Referencing**, Biological Times (February 2024)
- **Pharmacy Professionals in Point-of-Care Testing**, FIP Digital Events (February 2023)
- **Pharmacovigilance Career Exploration**, IVPN Student (April 2023)
- **ORAQ Regulatory Affairs Training Program** *Duke School of Medicine* (October 2024 - November 2024)  
Participating in sessions focused on drug and device development, with weekly meetings via Zoom.

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## Projects

- **Formulation of Baricitinib-Loaded Microparticles Gel for Psoriasis** (2023-2024)  
Developed a topical gel using quasi-emulsion diffusion method, achieving 85% efficacy in psoriasis management during in vivo trials. Developed a topically applied gel containing baricitinib-loaded microparticles prepared using the quasi-emulsion diffusion method. The gel, formulated with Carbopol 934, triethylamine, and 5% transcutool, was subjected to various in vivo and in vitro studies, including the mouse tail model, to evaluate its effectiveness in managing psoriasis.
- **Assessment of Stress Level and Insomnia Among Young Adults** (2023-2024)  
Conducted a study to analyse the correlation between stress levels and insomnia in young adults, highlighting the impact of mental health on sleep patterns.

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## Certifications and Achievements

- **Understanding the Brain: The Neurology of Everyday Life** | University of Chicago (2024)
- **FDA Regulatory Compliance** | Human Drug Review & Generic Drugs Overview (FDA, 2023)
- **Clinical Research: Behind the Statistics** | University of Cape Town (2023)
- Training in Microsoft Word, PowerPoint, Excel, Scientific Research Writing, E-marketing | **Med Plus Ambassadorship Program** (2023)
- **Mpox and the 2022-2023 Global Outbreak** | United Latino Students Association (2024)
- **Healthcare Associated Infection Surveillance** | World Health Organization (2023)
- **Diploma in Medical Coding and Medical Billing** | *Alison* (2024)

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## Languages

English | Urdu | German (Basic)

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## Publications

- Non-compliance: A Study on Patient Adherence Across Multiple Treatment Plans" (2023) [Link](#)
- Book Chapter on "Management of Escherichia coli (E. coli) Infections Using Alternative and Conventional Medicines" (441) - [Link](#)

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## Professional Affiliation

### European Association for Cancer Research (EACR) – *EACR Early Career Member*

- Member of a global network advancing cancer research and innovation. Access to resources, educational programs, and conferences, supporting my professional growth in oncology research and development in cancer biology and therapy

### International Society for Oncology Pharmacy Practitioners – *ISOPP Member*

- I am engaged in oncology pharmacy practice with access to specialized resources, webinars, and global networking. Utilizes ISOPP guidelines to ensure quality care and gain professional growth through event discounts and leadership opportunities.

### American Society of Clinical Oncology (ASCO) Member (2023–Present)

- Active participation in clinical oncology advancements, educational seminars, and updates on evidence-based cancer care.

### American Journal for Microbiology *Global Outreach- Contributing Member*

- Promote microbiology research and education globally through outreach initiatives.
- Foster international collaboration and engage diverse communities in microbiology. Support efforts to address global health challenges like infectious diseases and antimicrobial resistance.

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## References

Available upon request