



## MUHAMMAD SARFARAZ

PHARMACEUTICAL PROFESSIONAL



### EXPERIENCES

#### Head of Operations

At Hudson Pharma (Pvt) Ltd

♥ Karachi

2016-continued

- Overall business responsibilities of pharmaceutical manufacturing business.
- Advisor to Senior Management and colleagues on regulatory issues/initiatives, including problem-solving, business pursuits, strategic direction, and significant issues.
- To oversee the corporate matters of the organization

#### Head of Plant Operations & Strategic Business Development

At Cirin Pharmaceuticals (Pvt) Ltd

♥ Islamabad/Hattar

2011-2016

- Heading Plant Operations, Business Development, Regulatory Affairs, Export Business Development and Procurement Functions.
- Identify profit-generating opportunities to promote products and services within highly lucrative channels.
- Reviewed and re-engineered corporate procurement of goods and services.
- Successful project and program management across the company.
- To develop and retain export business right from searching & selection of partners to handle foreign inspection, training of teams abroad and execution of business etc.
- Hands-on experience in managing and propelling acquisitions and mergers which includes the merger of Cirin with ICI Pakistan.

#### Plant Manager

At Gelcaps (Pakistan) Ltd

♥ Hub, Balochistan

2009-2011

- Management of all departments of manufacturing plant
- Implemented new and innovative procedures to increase company-wide efficiency and cost effectiveness.
- Organized the human resource function in the changing environment.

#### Head of Manufacturing Operations

At Akhai Pharmaceuticals (Pvt) Ltd

♥ Karachi

1999-2009

- Design & Development of manufacturing facility from scratch.
- Initiation, Development & Operations of licensing out business.
- Successful transfer of technology of GSK's portfolio of Stiefel products and toll manufacturing at Akhai's plant.
- Heading the supply chain for third party and self manufacturing.
- Oversee all regulatory related functions of imported products and local manufacturing.

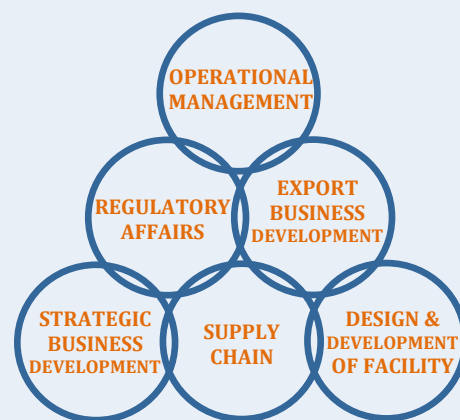


### SUMMARY

A business minded, cool temper professional having 17 years of rare blend of experience of commercial, technical, regulatory and operational activities in pharmaceutical manufacturing industry.



### SKILLS



### PERSONAL

Place & Date of Birth : Karachi, Dec 13, 1970  
Nationality : Pakistani  
Marital Status : Married with 3 kids



### BUSINESS VISITS

- China
- Sri Lanka
- Nigeria
- Benin
- Myanmar
- Vietnam
- Senegal
- UAE



## ACHIEVEMENTS

### Hudson Pharma (Pvt) Ltd

- Prepare the plant to handle Inspection Panels to get Drug Manufacturing License from DRAP
- Submission of dossiers and getting around 35 registrations for local and export
- Suggest new avenues for portfolio enhancement.

### Cirin Pharmaceuticals (Pvt) Ltd

- Development and approval of Penem, Cephalosporin Oral and Psychotropic Oral Sections
- Getting price increase from DRAP for core products that ensured extra profit for the company
- To establish export department, initiating and developing exports in Vietnam, Myanmar, Philippines, Nigeria, Cambodia, Sri Lanka and other countries.
- Business Development for Toll manufacturing from valued customers like Macter, ICI & Searle
- Initiation and development of Acquisition Process of Cirin by ICI Pakistan.

### Gelcaps Pakistan (Pvt) Ltd

- Re-structured the processes so that the plant can be productive with several other sources of Gelatin.
- Motivate staff to make the idle plant operational.

### Akhai Pharmaceuticals (Pvt) Ltd

- Develop pharmaceutical manufacturing facility from ground level and achieve Drug Manufacturing License from DRAP
- Submission of dossiers and getting registrations for local and export
- Transferring core products from Import to Local to enhance profitability.
- Targeting and development of toll manufacturing business from GSK Pakistan for Stiefel Products after various plant inspections and negotiations



## EDUCATION



**London Business School**

2015

Certificate Course on "MANAGING THE COMPANY OF THE FUTURE"  
Business Administration and Management, General



**University of Maryland College Park**

2013

Certificate Course on "DEVELOPING INNOVATIVE IDEAS FOR NEW COMPANIES", Business Administration and Management, General



**NED University of Engineering and Technology**

1988 - 1994

Bachelor of Engineering (B.E.),  
Electrical and Electronics Engineering



## ENDORSEMENTS

- Business Planning
- Pharmaceutical Industry
- Product Development
- Team Building
- Regulatory Affairs
- Product Launch
- Manufacturing
- Contract Negotiation
- Business Development
- GMP
- Market Analysis
- Pharmaceutical Sales
- Sales Effectiveness
- Team Leadership
- Marketing Strategy
- Supply Chain
- Competitive Analysis
- Negotiation
- Strategy
- Business Strategy
- Procurement
- Sales Operations
- Supplier Negotiation
- Project Management
- Team Management
- Sales Management
- Validation
- Marketing
- Marketing Management
- Key Account management
- Supply Chain Management
- Product Marketing
- Cross-functional Team...
- Sales
- International Business
- Market Planning
- Strategic Planning
- Supplier Negotiations