

SAAD BIN NASAR

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SKILLS

Brand Development	■■■■■	Direct Marketing	■■■■■	Initiate 5S & Kaizen	■■■■■
Analytical skills	■■■■■	Events & CME's	■■■■■	Technical insight	■■■■■
Project Management	■■■■■	Product Development	■■■■■	Communication Skills	■■■■■
Inter personal Relations	■■■■■	Leadership	■■■■■	Relation with KOL's	■■■■■
Sales Promotion	■■■■■	Competitive Analysis	■■■■■	Presentation Skills.	■■■■■

PROFESSIONAL PROFILE AND ACHIEVEMENTS

Lundbeck: Product Specialist (Since Feb 2014)

Key Responsibilities

- To achieve sales target.
- Make categories of targeted customer on basis of specialty and geographical condition
- Analyze the impact of marketing activities on sales and verify if each category of customer given expected reaction or not.
- Highly creative and skilled at experimenting with innovative ideas.
- Organize academic sessions for healthcare professionals in coordination with marketing department.
- Focused on enhancing the customer list by promoting the pharmaceuticals products.
- Built successful business relationship with customer and healthcare partners.
- Utilize the capabilities of reporting tools to achieve company specific goals.
- Kept record of the up-to-date clinical data provided by the company and discussed about their where about with the medical practitioners.
- Give product presentation, Professional selling skills Presentation and different presentations with in the team.

Achievements:

- Arranged more than 50 RTD's in the past 2 years including international speaker forums and involved leading KOL's of Nazimabad territory.
- Continues achievement of target with 60 Percent growth per year while market growth was 10%.
- Continues involvement of KOL's.
- Was nominated as Sales man of the year.
- Compiled all the paper work of south Zone before sending to Upper management.
- Strong relation with KOL's.

Novartis: Medical Information Officer (June 2013- Feb 2014)

Key Responsibilities

- Make categories of targeted customer on basis of specialty and geographical condition.
- Analyze the impact of marketing activities on sales and verify if each category of customer given expected reaction or not.
- Highly creative and skilled at experimenting with innovative ideas.
- Organize academic sessions for healthcare professionals in coordination with marketing department.
- Focused on enhancing the customer list by promoting the pharmaceuticals products.
- Built successful business relationship with customer and healthcare partners.
- Utilize the capabilities of reporting tools to achieve company specific goals.
- Kept record of the up-to-date clinical data provided by the company and discussed about their where about with the medical practitioners.
- Give product presentation with in the team.

Achievements:

- Arranged successful series of events on Pharmacovigilance.
- Give growth by 60 % while market growth was 20%.
- Was nominated as team leader during Annual sales conference at Abu Dhabi.
- Was nominated in Candor team.

Saima Packaging: QA Officer (Dec 2012- June 2013)

Key Responsibilities

- Supervision of Quality Assurance/Control activities; Quality improvement; Ensure desired level of quality; Supervising and motivating labor staff; Instrument Calibration; Compliance to standard; Store Audits/Material Balancing; KPI and Annual objectives.
- Assisted in Quality Audits of the company, Worked on ISO standards such as 9001:2008, 22000.
- Karl Fisher, Peel tester Operator.

Achievements:

- Selected to conduct Internal Audit as per ISO certification.
- Designed QC/QA inspection sheets.
- Designed new products for EBM and Kraft's Food.
- Rejection rate was come down to 5% from 30%.

PCI Group: QA Executive (May 2012-Dec 2012)

Key Responsibilities

- Supervision of Quality Assurance/Control activities; Quality improvement; Ensure desired level of quality; Supervising and motivating labor staff; Instrument Calibration; Compliance to standard; Store Audits/Material Balancing; KPI and Annual objectives.
- Assisted in Quality Audits of the company, Worked on ISO standards such as 9001:2008, 22000

Achievements:

- Was selected as 5S auditor and also member of the Kaizen team.
- Made new product design for Honda and Toyota.
- Implement Lean manufacturing process.
- Rejections percentage came down to 10% from 35%.
- Was given as the employ of the Month,

National Foods: (Dec 2011- Feb 2012)

Key Responsibilities

Was on rotation therefore, worked in production department, Quality Control department, Research & Analytical Lab, and Microbiology department.

Achievements:

- Development of new Analytical method for test of Capsicum.
- Duration of internship increases from 6 week to 10 week.

PROFESSIONAL TRAININGS

- Advance Excel
- Certified Quality Professional
- Code of Conduct
- Pharma Co vigilance
- Candor
- Unlimited Potential
- Lean management
- Time management
- Professional Selling Skills
- SAM System.
- Elevators pitch.
- Presentation Skills
- Social Styles.
- How to Conduct RTD.
- How to achieve goals.
- How to Conduct MMSE

EDUCATIONAL PROFILE

MBA (Marketing) Iqra University	2017
Master in Applied Chemistry (Pharmaceutical Technology) University Of Karachi	2013
Bachelor in Applied Chemistry University Of Karachi	2011
H.S.C. (Pre-engineering) Bahria College Karsaz	2007
S.S.C (Computer Science) Bahria College Karsaz	2005

Reference

References can be furnished upon request.