

# **MUHAMMAD SABIR**

**S/O MOHABBAT KHAN**

## **Present Address:**

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**Mobile:** +92345-0594381

**Date of Birth:** 14<sup>th</sup> April 1963

**Birth Place:** Abbottabad

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## **Objective**

- Can work any place all over Pakistan and every other Country of the world.
- Can work any vacant position in the organization as per professional experience.
- Want to share 25 years field and coaching/ supervision experience to develop professional team members for growth and development of the organization.

## **Education**

- Graduation from Peshawar University in 1982.

## **Skills**

- Human Management Skills
- Coaching/supervision skills
- Detailing skills

## **Awards & Achievements**

- In the year 2000 awarded area detailing manager of the year.
- In the year 2002, 10 year award (Gold Medal).
- In the year 2012, 20 years award (Gold Medal).
- Six times rating very good performance in Annual Appraisal.
- Develop and extend the team of the zone by regions and increase the HCP's by addition of new Areas, Hospitals, Clinics and excellent experience to add the RHC's, BHU's of the zone.
- Addition of 2 ADC and 8 medical delegates in Afghanistan all employees are MD (Medical Doctors) first time in Nestle.
- Addition in North zone and South zone mostly medical delegates are graduated from Agriculture University, very good value addition for the organization first time in Nestle.
- All activities planning i.e., film shows, presentation, one-on-one presentation, symposia, speaker program and other monthly and quarterly detailing operational activities.
- Selection of HCP's for scientific activities by products wise.
- Conduction of weekly and monthly meetings, agenda implementation and supervision of team members to follow up for its execution.
- Supervision and control over team during field work coaching in regular basis.

## Experience

- Worked with ROCHE Pharmaceutical based at Peshawar for 3 and half years as medical representative and product specialist of Rocephine from 1986-89. An excellent experience for detailing vit's, Antibiotics, Benzodiazepine, Cough syrup, Antimalarial drugs, Parkinson disease, Epilepsy, Cardiac diseases.
- Joined Nestle in February 1992 as medical delegate based at Peshawar.
- Promoted area detailing manager on 1996 based at Peshawar, responsible for all detailing functions of KPK with 3 medical delegates, developed the team up to 5 medical delegates.
- In 1999 started operation to develop Afghanistan market by self-initiative and worked from Jalalabad and Kabul, after 6 month operation covering more than 400 medical contacts in Afghanistan. In 2001 started developing team with 3 medical delegates based at Jalalabad and Kabul with 900 HCP's.
- Promoted as Zonal Field Operation Manager in 2001 transferred to Islamabad and responsible for North zone started from Jhelum to DIK and Afghanistan.
- In 2004 transferred to Karachi as Zonal Field Operation Manager responsible for South zone, Sindh and Baluchistan and Afghanistan as well, worked in all areas of South (Karachi, Quetta, interior Sindh and Baluchistan) as well.
- In 2006 transferred back to Islamabad responsible for North zone and Afghanistan.
- In 2006 developed 2 regions in Afghanistan with 2 area detailing managers and 8 medical delegates covering more than 5000 medical contacts in 80% areas of Afghanistan. Personally worked in more than 80% of the areas of Afghanistan.
- A ten years' experience of hiring and development of medical delegates and managers.
- Field work experience half of Punjab, Sindh, Baluchistan, KPK, and Afghanistan, excellent relation with HCP's (Health Care Professionals).
- Resigned Nestle November 2012 on personal request.

## Languages

- Urdu
- English
- Phushto

## Hobbies

- Travelling
- Reading books
- Watching TV

