

S.M.BAQIR UL HASSAN

PHARMA SALES AND MARKETING



Being an enthusiastic team player with good communication skills and analytical capability always willing to go for field to obtain a position that will enable me to use my strong skills and abilities to work well with people and use my innovation oriented skills in the best possible way for achieving the organization's goals so want to go in an organization which provides me facility to flourish my abilities and skills.

PERSONAL DETAILS

S.M.BAQIR UL HASSAN
DOB: 01/09/1990 NIC:
37201-4779518-3
Country: Pakistan

Village and Post Office
Maingan Tehsill and Dist
Chakwal Punjab Pakistan

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PROFESSIONAL

Registered with Pharmacy
Council of Pakistan.

JOB RESPONSIBILITIES

Identifying business
opportunities

Negotiating and closing
business deals

Product management

Product launching

Market serach

ACADEMIC QUALIFICATIONS

BrandPro Statx Certification (6 month) with SPI 153
Course affiliated with French university is a program
in which I had to manage a brand against competitors
and among different segments.(2015)

Pharm.D (5 YEAR) Pharmaceutical Sciences(2013)
UOS Sargodha CGPA 2.92(71%)

FSc (Intermediate) Pre Medical(2008)
Fazaia College Kalar Kahar (80.63%)

Matriculations Science Group(2004)
Govt High School Chakwal (78%)

WORK EXPERIENCE

Pharmaceutical Company – Novartis

Medical Information officer Jan 2014- March 2014

Part of a successful team proactively selling, promoting VOLTRAL GROUP and generating new and repeat consumable and contracts business in order to achieve sales goals.

Pharmaceutical Company- DIAKOB consultants Islambad
BUSINESS DEVELOPMENT OFFICER (APR 2014 to FEB 2015)

Start working as business development officer, using my entrepreneurial skills and relationship building skills attained my goals with quite efficiently. Controlling sales team business development and search for new business domain along with relationship buildings with new clients and consultancy are main arena of my job.

Product Manager - DIAKOB consultants (feb 2015 to May 2016)

Brain of an engineer, a heart of a designer and the speech of a diplomat is what my apparatus to fly with the wings of product management; this is what makes me strong product manager

AREA OF EXPERTISE

Pharmaceutical sales
Healthcare sales
Business & territory planning
Strong planning
Organization skills

PERSONAL SKILLS

Persuasiveness
Ambitious
Excellent communicator
Self-starter

**CO-CURRICULAR
ACTIVITIES**

Reading books related to
Business and marketing
Innovative ideas and
Business Development.

Games like Basketball,
Football, Table Tennis

REFERENCE AND DOCUMENTS

All documents and reference are available on demand.

KEY SKILLS AND COMPETENCIES

Possess the ability to influence a positive sales outcome with a customer.
Having the necessary confidence, initiative, motivation and reliability to succeed.
Able to identify & hunt down sales opportunities.

PROFESSIONAL SKILLS

Proficient in MS OFFICE
Proficient in English & Urdu
Sound Presentation and Interpersonal Skills.
Strong Analytical & Creative skills.

FINAL YEAR PROJECTS

Project related to Prevalence of Transit Ischemic
Attack among Patients of different disease group.
Tincture Iodine BP formulation.

INTERNSHIP

Internship at children hospital Lahore.
