

AUGUSTINE GILL

3rd AUGUST 1964 KARACHI PAKISTAN

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A Marketing & sales management professional, holding over 32 years of experience in the TOP 2 multinational pharmaceuticals industry, possessing a proven track record of leadership and achievements. Having a Master in business administration degree specialization in Management Sciences with e-commerce & Computer Sciences.

CURRENT EMPLOYMENT DETAILS

Paradigm Pharmaceuticals Karachi

30th April 2015 to current

Job Title: Product Manager

- Overall job responsibilities marketing; Human Resources Management & Sales filed force effectiveness on National level.

CURRENT VOLUNTARY WORK DETAILS

National Entrepreneurship Network (N E N)

December 2015 to current

Pakistan

Job Title: Mentor

- Overall job responsibilities as certified international mentor to impart my expertises to (NEN) enrolled Entrepreneurs on voluntary basis.

Cartias Pakistan

January 2003 to current

Job Title: National Executive Board Member

- Overall job responsibilities management of Board affairs on voluntary basis.

PREVIOUS EMPLOYMENT DETAILS

Abbott Laboratories Pakistan Limited Karachi

06th August 1989 to 3rd March 2015

Job Title: District Sales Manager

Overall job responsibilities were:

- Managing a team of up to 5 Territory Managers to achieve district sales targets
- Selecting and Recruiting members of the sales team
- Training, grooming and coaching team members of the sales team
- Monitoring and evaluating performance of the sales team
- Ensuring two way communication with the management regarding targets and day-to-day activities
- Implementing and monitoring strategy compliance by conducting cycle and monthly meetings
- Customer relationship management
- Conducting regular meetings on a fortnightly basis on sales promotion and cycle meetings
- Maintaining and adhering to sales and expense budgets
- Forecasting and setting performance targets
- Safeguarding Code of Business Conduct's compliance and ensure adverse event reporting with reference to Global Pharmaco vigilance
- Rewarding members of the sales team on achievement of sales targets, Sales Force Automation (SFA) & Sales Force Effectiveness (SFE).
- Forming and building sales teams to work together and achieve synergy
- Providing field intelligence to the marketing department regarding competition and market conditions
- Development of Key Opinion Leaders under promotion franchises.
- Developing and Implementing Sales and Promotion strategies and ensuring compliance by subordinates
- Conducting clinical meetings/focus meeting on disease awareness events for up to 100 doctors.
- Conducting pre and post marketing trials for promotional drugs
- Promotion of Primary Care/Specialty Care generic and proprietary pharmaceuticals brands.

Sandoz Pakistan (Private) Limited

January 1984 to April 1989

Job Title: Field Officer

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- Overall job responsibilities sales Promotion of Primary Care/Specialty Care generic and proprietary Pharmaceuticals brands.

ACADEMIC BACKGROUND

Qualification and Certifications	Institutions	Year of completion
Masters in Business Administration	Virtual University of Pakistan Lahore	2014
Certification in Leading from Within	Pakistan Institute of Management Karachi	2003
Skills In Selling Certification	Pakistan Institute of Management Karachi	1994
Development Course for Supervisors	Pakistan Institute of Management Karachi	1991
Bachelors in Sciences (BSc)	University of Sindh Jamshoro	1984
Intermediate with Pre-Engineering.	Government Islamia Science College Sukkur	1982
Matriculation.	St. Mary's High School Sukkur	1979

OTHER INFORMATION

- Membership at Marketing Association on Pakistan (M A P)

References:

- Will be furnished on request