***Curriculum Vitae***

**RIZWAN HASNAIN**

**R/742, Block 15, Federal B Area, Cell# 0333-2386814**

**Karachi**

**Email: rizwan\_hasnain110@hotmail.com**

# Objective: “HIGHLY CHALLENGING & RESPONSIBLE POSITION IN A TOP-NOTCH ORGANIZATION THAT UTILIZE MY SKILLS, EXPERTISE, EXPERIENCE & QUALIFICATION”

**Profile: Leadership with managerial skills & well versed in human resource management, team building and highly self-motivational attitude with positive frame of mind, good interpersonal and communication skills.**



### Responsible to manage the reasonable top-line & human resource of the company i.e. annually more than 17 Million, in , Himont. & 6.5 million in OBS.

### Experience in Pharmaceutical businesses like in Cardiology, Gastroenterology, Gynecology, Paeds, Chest Medicine & Internal Medicine.

### Independently handle the Institutional businesses of South Region including tender & Local Purchase businesses of Federal Government, Sindh Government, City Government and the private institutions.

### Independently handled the large distribution networks for trade & institutions for both the divisions across the South region

### An experience to establish a new division for Generic Business like anti-infective, anti-ulcer and iron preparations etc. Also an experience to launch range of new products throughout my career for both research & generic products

### Extensive experience to participate & manage the Event management in different conference.



**Experience.**

**Sr. Sales Manager**

**(Himont Pharmaceutical)**

**Sales Manager**

**(OBS PAKISTAN)**

**Sales Manager**

**(Himont Pharmaceutical)**

**Area Sales Manager**

**(Shaigan Pharmaceutical)**

**District Field Manager**

**(Highnoon Laboratories)**

**Sales Promotion Officer**

**(Highnoon Laboratories)**

**Sales Promotion Officer**

**(Hilton Pharam)**

**Sr.Sales Manager**

**(Himont Pharmaceutical)**

May 14 To March 16

Responsible of two teams till Multan Gynecology and Neutraceutiacal team. Heading the team 60 SPO 12 managers and generating business around 17 million.

**Sales Manager**

**(OBS PAKISTAN)**

May 2012 – April 14

OBS Pakistan is operating South Asia. I m responsible for MSD team South (Balouchistan,Sindh & Southern Punjab) which consist and 15 SPOs 4 DSMs . We were promoting ZOCOR & NOVATEC these are research brands.

**Sales Manager**

**(Himont Pharmaceutical)**

October 2008 –April 2012.

Himont Pharmaceutical Pakistan (Pvt.) Ltd, which operates in Pakistan, Philippine, Central Asia Regions. I am Responsible for South& Responsible for 23 Persons, & Generating the business of more than 10 Million, Taking Care of bread & Butter of company Spasfon, Ferplex, & Epitize.   
Launched one of the Successful product of the company Epitize which is appetite stimulant and Epitize was third best launch of 2009 in IMS.

**Area Sales Manager**

**(Shaigan Pharmaceutical)**

Jan 2005 – September 2008

Responsible for the Anti Biotic Division of Shaigan & launch 750mg of Levofloxicin, first time in Pakistan, Successfully in chest medicine.

**District Field Manager**

**(Highnoon Laboratories)**

November 1996 – January 2005

Responsible for the Cardio Vascular Division of Highnoon & taking care 7 medical representatives, I got first Promotion as a District Field Manager in Highnoon, & I was taking care products like Herbersser, Blokium, Loprin, Lipirex & Tanatril.

**Sales Promotion Officer**

**(Hilton Pharma Pvt. Limited)**

November 1994 – October 1996

Started my Career in Hilton Pharma Pvt. Limited & Launched Research Brand like Methycobol, Loxonin, Myonal, in Pakistan, I was Responsible for Territories like Malir, Landhi, and Coastal Belt (Turbat, Panjgur, Gawadar, Pasni).



**Education**

**Bachelor of Science**

(Sind University Hyderabad)

**Professional Certification**

$ Pharmaceutical Terminology $ MS Office 98/2000

$ Medical Terminology $ Market Research

$ Anatomy & Physiology $ Cardiovascular Core Knowledge

**Personal Profile**

Father’s Name: Lakht e Hasnain

Marital Status; Married

Date of Birth: 2-12-1975

CNIC. No: 41304-1580958-1

**References**

**Prof. Tazeen Abbas**

(Head of Gynae Abbasi Sheed Hospital)

**Prof. Khalid Mehmood**

(Prof. of Medicine DOW Medical University)

**Associate Prof. Yasmeen Nauman**

(Abbasi Shaheed Hospital Gynae)