‍‍Abdul Rehman 

C-1003 Block C Saima Mall and Residency Gulshan –e- Iqbal, Karachi | +92-300-8736659 | rehmanbh062@gmail.com

Objective

* To obtain a position as a leader that will utilize my abilities, skills and experience.

Education

Bsc | 1993 | Bahauudin Zikiria University multan

* Major: Zoology, Botany, Chemistry

Fsc | 1991 | Govt College Bahawalnager

* Major: Biology, Chemistry, Physics

Skills & Abilities

Management

* Ability to coordinate a large number of people and teams effectively.
* Ability to motivate people to work and increase output

Sales

* Knowledge of the market and ability to promote and sell products effectively
* Good negotiation skills and ability to convey the right message to the customers

Communication

* Fluent in English and Urdu
* Ability to communicate effectively both verbally and non-verbally

Leadership

* Ability to lead and work
* A participative and transformational style of leadership

general

* Experience in new product launch
* KOL development
* Experience in Neuro psychiatry, cardiology and anti-biotic markets
* Having vast experience in arranging local and international CME’s
* Knowledge of MS Office

Experience

**BUSINESS UNIT HEAD (SJ&G FAZUL ELAHI PHARMA ) AUGUST,2015 TILL DATE .**

* In this capacity looking after team of 110 TMs,25 RSMs and 5 SMs in sales team and one Gpm and one PM in marketing looking after challenging brands like Zechin , Meklin and Despas also launched Wizy ( Cefixime).

**BUSINESS MANAGER ( HILTON PHARMA) MAY-2014 TO JULY-2015**

* In this capacity looking after sales and Marketing of Xikarapid , Myonal and Hiflox among leading and challenging brands of Hilton Pharma.

Diputy Commercial Director | Barrett Hodgson | July, 2013 tO APRIL,2014

* In capacity of Deputy Commercial Director, I am looking after sales and marketing team for Quetta, Multan, Lahore, Gujranwala and Islamabad region. Based at head office.

NAtional SAles Manager | BARRETT HODGSON | 1st Jan, 2013 to June, 2013

* Taking care of Sales all over Pakistan of Cefspan Division through Regional Sales Managers and Area Sales Managers. Based at head office.

Sales Manager (North) | BARRETT HODGSON | July, 2012 to December, 2012

Looking after Cefspan team from Bahawalpur to Peshawar. Based at Lahore.

regional SAles Manager (Neuro CArdiac Division) | BARRETT HODGSON | Septemer, 2009 to June, 2012

Looking after Multan, Lahore and Gujranwala region. Based at Lahore.

area SAles Manager | BARRETT HODGSON | February, 2003 to September, 2009

In this capacity looking after team of Medical Sales officers of Cefspan and Neuro Cardio Division. Based at Multan.

medical sales officer | BARRETT HODGSON | February, 1996 to January, 2003

Based at Multan in Cefspan Division.

Medical Sales Officer | welcome Pakistan Ltd | October, 1994 to January, 1996

Based at Multan, looking after Cefspan Division.

Awards and Honors

* Best National Sales Manager (2013)
* Best Regional Sales Manager (2012)
* Best Area Manager (2008)
* Best Area Manager (2005)