### AYMALEEM YOUNAS MALIK

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Maraghzar Officers Housing Society

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**Objective:**

* To become a competent professional in the field of marketing, and to gain experience in a challenging working environment to explore and enhance my capabilities, interpersonal and communication skills.

**Experience:**

**PDH PHARMACEUTICALS/NEUTRACEUTICALS MAY 2015 TO TILL DATE**

**National Sales Manager at Lahore.**

* Looking after the Business of Pharmaceuticals and Nutraceuticals.
* Also Responsible for Product Management Portfolio of Pharmaceuticals and Nutraceuticals of PDH.
* Leading the Team of 50 People in which 40 Medical Representatives and 10 Area Sales Managers in Pharmaceuticals and Nutraceuticals Team.
* Responsible of Calcium P and Tab, Ceflorex Range (Cefixime), Montana (Montelokacst Sodium), Quest (Levofloxacin), Aminollin Syrup (Cough Syrup) and Lysomel in Pharma
* Responsible for Calcium Supplements, Multivitamins, Q10 Enzyme, Cranberry and Nutra D (Vitamin D) in Neutraceuticals.
* Very Good Relations in Chest, Paeds, ENT, Gynae, Urology and GPs in Pakistan and worked throughout Pakistan.

**WILSON HEALTH CARE MAY 2014 TO MAY 2015**

**Senior Sales Manager at Lahore**

* Launched New Neutraceuticals division in Center.
* Hired new team with Four District Sales Managers and 20 Territory Managers with in a period of 20 days.
* Started Sales from Zero and when left it was 1.1 Million
* Turn Over less than 10% in New team.
* Resposible for Q10 enzyme, Milk Thistle (Silimyrin), Prosfit (PBH Patients) and Capzyme.

**AGP (PRIVATE) LIMITED APRIL 2007 TO MAY 2014 based at Lahore**

**Senior Sales Manager with AGP**

* Got Promotion as **Senior Sales Manager** from Jan 2012 to May 2014.
* Looking after the business of 25 million in a month from Center Zone with Five Regional Sales Managers and 26 Sales Promotion officers.
* Appointed many Preferred Dealers in Okara, Burewala, Toba Theik Singh, Jhang, DG Khan, Sadiqabad, and Bahawalnagar.

**Sales Manager with AGP**

* Worked with AGP Private Limited May **2007- 2012**.
* Responsible for Lahore, Multan, Faisalabad and Bahawalpur Regionswith Four Regional Sales Managers and 22 Field Force Members. Responsible for Sales and distributors Issues
* Looking After the Business of Almost 18 Million in a Month.
* Responsible for Ceclor (Cefaclor), Nebcin (Tobramycin), Osnate D (Ossin Mineral Complex), Floxigem, (Gemifloxacin) and Lucast (Montelokast Sodium) Products in AGP.

NOVARTIS PHARMA (PAKISTAN) LIMITED AUGUST 1994-APRIL 2007

**Zonal Sales Manager/Product Manager on Job Rotation in Karachi**

* Sandoz (Pakistan) Ltd Jan 2006 – April 2007 in **Karachi** responsible for Nazimabad, North Nazimabad, Liaquatabad, New Karachi, Federal B Area, Winder, Uthal, Hub etc
* Responsible for Antibiotics (Ospamox, Axcin,Levofloxacin), Anti Tuberculosis, Antihistamines,

**Zonal Sales Manager at Lahore**

* Sandoz (Pakistan) Ltd Jan 2005-Dec 2005, **Lahore (Punjab)**

Responsible for major Lahore, Sheikupura, Kasur, Sahiwal, Okara and its Peripheries

**Zonal Sales Manager at Gujranawala**

* Novartis Pharma (Pakistan) Ltd. January 2002-Dec 2004, **Gujranwala**

Responsible for Gujranwala, Gujrat, Sialkot and all its Pheripheries.

**Senior Medical Information Officer at Lahore**

* Novartis Pharma (Pakistan) Ltd. 2000-2001, **Lahore C**

Covered all Lahore

**Medical Information Officer (1994 to 2000 Rawalpindi)**

* Ciba-Geigy (Pakistan) Ltd, August 1994-2000, **Rawalpindi & Islamabad.**
* Area Covered Rawalpindi, Islamabad, Attock, Hazro, Wah Cantt, Taxila, Jhelum, Azad Kashmir, and all its peripheries.

**Working Experience:** Almost 23 Years and worked throughout Pakistan

**Terrirory Knowledge of Punjab, Sindh.**

**Academic Background:**

* MBA Marketing ***Preston University***.
* B.Sc (Pre Medical) from ***Gordon College Rawalpindi.***

**Achievements:**

* Consecutively achieved 100% Budget from 1995 to 2000 in Novartis.
* Got Best Medical Information Officer Award Nationally in 2000 in Biochemie Novartis.
* Declared Outstanding FFM of Axcin in 2000 in Biochemie Novartis
* Inclusion of many products of Sandoz in different institutions like Tirlor in Khan Pur.
* Procured Record Business of Qunoten (Atenolol) Rs.1.9 Million from POF Hospital Wah Cantt in 2001.
* Declared Second Best Zonal Sales Manager of Pakistan in 2004 YTD Basis (Qualitative and Quantitative) in Sandoz.
* Got Best Detailing Awards as MIO and as a ZSM in Sandoz.
* Best Sales Manager of AGP in 2009 with regard to Sales Achievement.
* Developed a Motivating and inspiring team of AGP in Central Zone and always reward the best performers.
* Improved the Medical and selling skills knowledge of field force members of AGP as compared to 2007 and 2008.
* Jan to December 2011 YTD Ach 101%
* Jan to December 2013 YTD Ach 100%
* Gave many Product Presentations with a Group of Customers in Lahore, Faisalabad, Multan and Bahawalpur Regions.
* Excellent Presentations Skills. Co Trainer in Novartis Selling Skills with Training Manager Mr. T.M Khan.
* One Year Product Management Experience in Novartis Head Office Karachi.
* Declared Best Sales Manager 2011 and 2012 YTD basis in Pakistan.(Quantitatively and Qualitatively) and Win Umrah Incentive
* Turn Over is Zero from the last three years in my team in Central Zone.
* Excellent PR with all the KOLs of Paeds, Chest, ENT, Urology, Gynae and important GPs of Pakistan.

**Trainings and Skills:**

* Having glaring interpersonal and good communication skills with strong understanding of human psychology. Vigorous and hearty attitude towards working. Having ability to accomplish the assigned targets with zeal and zest.
* Novartis Selling Skills Training Courses, Novartis Selling Skills follow up Workshops, Total Quality Management Skills, CBI & Coaching Skills Workshop, HPO Boomerang, Career Growth Workshop, Train the Trainer Course and lot of different courses attended throughout my career.
* Having the ability to operate **MS-Office, MS-Windows**, and e-mailing etc.

**Personal:**

* Father’s Name : Mohammad Younas Malik (Late)
* Nationality : Pakistani
* Religion : Islam
* Marital Status : Married
* Date of Birth : August 18,1972
* Hobbies and Interest : Playing cricket, web browsing, establishing

Contacts with cross section of people and developing good

PR in Society.