AMAN ULLAH 

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**PRODUCT MANAGEMENT**

An **MBA International,** Graduate from **University of Portsmouth UK,** with marketing & sales experience in **GSK Pharmaceuticals Pakistan,** **Otsuka Pharmaceuticals & Sante Pharmaceuticals**. My career objective is to make a significant impact in **Pharmaceutical Business**, where I can contribute to the professional and personal success of those around me while continuously improving my skills and abilities. **Marketing** is my area of interest and I intend to earn myself in this profession.

**PROFESSIONAL EXPERIENCE**

**July, 2013- Onwards Sante Pharmaceuticals (pvt) ltd Pakistan**

**Product Manager: Dermatology**

**Responsibilities**

* Managing Marketing of Skin care and Hair growth portfolio of Sante (Pvt) Ltd.
* Brands looking after are Hairmax, Hairfin and Benclin.
* Preparation of marketing plans and effective utilization of resources.
* Arrangement of International and Local conferences.

**March, 2010- July, 2013 OTSUKA Pharmaceuticals (pvt) ltd Pakistan**

**Asst. Product Manager/ Product Manager: Clinical Nutrition, Gastroenterology, Diabetes, Cardiology**

**Responsibilities**

* Managing Marketing of Clinical Nutrition portfolio of Otsuka Pakistan limited which included **Aminovel, PanaminG** and **Aminoleban**.
* Managing **Pletaal (Cilostazol)** as a new assignment for year 2012.
* Extensively worked and experienced in Gynae segment, Surgery and Medicines.
* Arrangements and participation in symposium and seminars.

**October, 2004-2007 (3 years) GSKPharmaceuticals (pvt) ltd Pakistan**

**Medical Service Executive: Surgery, Gynae, Medicines**

**Responsibilities**

* Have worked in various areas of Sales Management and responsible for the institutional sale of antibiotic portfolio of GSK Pakistan, such as Zinacef & Timentin.
* Meetings with hospital formulary department with the perspective of new product inductions and product monitoring.

Achievements and Accreditations

* Promoted as a Product Manager in Year 2011.
* Achieved 24 % growth in year 2011 with recorded 21 % growth in Aminovel which is best since year 2004.
* Successfully execution of Live case presentations in Diabetic Foot Ulcer and its treatment.

**EXTRA COURSES ATTENDED FOR PERSONAL DEVELOPMENT**

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| --- | --- | --- |
| Integrated Marketing Communication | International Marketing | Cross Cultural Management |
| Marketing Plan | Brand Management | Innovation Management |

**KEY SKILLS**

* Communication: Possess good written and oral communication
* Interpersonal : Interactive and like to get along with people
* Adaptability : Able to work individually as well as in team
* Efficiency : Proactive and a believer in smart working
* Computer : Proficient end user computing skills
* Presentation : Excellent use of Power Point skills and pleasant appearance

**ACADEMIC CREDENTIALS**

**2007-2009 University of Portsmouth, UK**

* **MBA International Marketing**
  1. **University of Karachi, Pakistan**
* **B.Pharmacy**