**Anwar ulHaq**

*anwaru1haq35@hotmail.com*

|  |  |
| --- | --- |
| **:: Professional Summary ::** | |
| Talented and accomplished Visionary Sales Professional (Manager) with extensive  experience in ***Organizing***, ***Planning***, ***Leading***, ***and Controlling*** sales throughout the region and  achieved awards/milestones. | |
| **::Career Accomplishments::**   Five times achieved “Marketing Managers’ Award of the year”   Worked as Marketing Research Coordinator   Looking after institutional business e.g. PIMH, PESSI. Wapda, Punjab University, CMH, Fauji  Foundation and State Bank  **Worked for various therapeutic groups** e.g. **Cardiovascular**, **Ant**i **rheumatics**, **CNS**, **Anti**  **asthmatics**, **Dermatology**, **Gynae** and **general products.**   * **Good working relations with key opinion leaders.** | |
| **:: Skills Inventory::**   Communication Skills   Delegation Skills   Decision Making Skills   Human Skills   Motivation Skills   Leadership Skills   Time Management Skills   Negotiation Skills  Professional Experience | **::Computer Skills::**   Microsoft Office   Microsoft Excel   Microsoft Power Point |
| **Currently working in 3 N Lifemed**  **:: Joined Alrazi Healthcare on 16-4-09 as A M**  **Channel Development,a project of Dhabi Group Up to Jan-2012.**  **ppS J & G pharmaceutical pvt.from 10/2007 15/2009.**  **Worked as A S M**  **Platinum Pharmaceutical (Pvt.) Ltd. (Lahore - Pakistan)**  *10/2004 10/2007*   Worked as a field manager in Platinum Pharmaceutical (Pvt.) Ltd Lahore.   Achieved a budget of approximately one million per month  **Bex Pharmaceutical (Pvt.) Ltd.** *03/2004 – 10/2004* | |

**Home: +92-42-37802774**

**Cell: +92- 0322 8423708.**

**0300-4113708**

i

**Key responsibilities**.

* + - Business Planning.
    - Execution of plans.
    - Recruitment selection and training of new colleagues.
    - Key accounts Management.
    - Distributers handling.
    - Institutional business follow up.
    - Arranging scientific meetings.
    - Liaison with other departments.
    - Effective utilization of resources.

.

**Working experience.**

In Lahore.Gujranwala, Silkot, Gujrat, Shekhupura district, Kasur district.

**References will be furnished on request**

ii

|  |  |  |  |
| --- | --- | --- | --- |
|  Worked as Field Manager Lahore  **Novartis Pharma Pakistan Ltd. (*formally Sandoz*)** *03/1986 – 10/2004*  **Field Executive** *(1996 – 2004)*   Successfully implemented the concept of "Micro Marketing"   Founded "Novartis Consultant's Club" through registering key customers.   Successfully organized their meetings which helped a boost in our sales.   Launched various innovative concepts in selling.  **Field Officer** *(1989 - 1996)*   Working in a vast territory at Lahore and other districts. Responsibility was to  visit Consultants, Decision MaKERS, Organize Meetings develop speakers.  **Medical Information Officer** 1986 -1989   Join this profession as **MIO** in **Sandoz** | | | |
| **::Professional Courses And Qualifications ::**  **1. Performance Frontier (Selling Skills Course)**  **2. Field Force Management**  **3. Supervision Skills Course**  **4. Management Skills**  **5. Presentation Skills Workshop**  **6. Communication Skills Training Course**  **7. Novartis call Excellence - 1**  **8. Novartis call Excellence - II**  **9. Selling Skill Course**  **10.RE P (Representing Ethical Products)**  **::Education::** | | | |
| **Masters in Business Administration (MBA) FROM CBA** | | |  |
|  | *Major*  *Subjects*  *GPA* | MBA Core Courses and Specialized in Marketing  3.20 / 4.00 | |
| **Bachelor of Science** | | |  |
|  | *University* | Punjab University Lahore | |
|  | *Major*  *Subjects* | Biological Sciences | |