**Asim Ali**  
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**Career Profile:**  
An ambitious individual with a strong determination to succeed who also possesses impressive leadership skills and a deep understanding of customer-centric sales. Having a proven track record of working within a target driven environment and of achieving sales targets consistently. Able to sell across all portfolios and having a consistent track record of being able to identify and present the most effective solutions to meet customer needs. Presently looking to join a rewarding company that provides opportunities for hard workers and over achievers.

**Summary of Skills:**

* More than eight years of professional experience in selling medical products
* Extensive knowledge of complex medical terms and procedures
* Good time management and organizational skills
* Skilled in developing trust and build good rapport with customers
* Excellent English & Urdu command over written and verbal communication
* Good convincing and negotiation skill
* Good Command with major computer applications like MS Word, PowerPoint, Excel and the Internet
* Flexibility, result-oriented with good sales skills

**Educational Qualification:**

* Bachelor of Science from University of Karachi ,Pakistan in the year 2003

**Career Achievements:**

* Developed various sales approach by analyzing data of new products
* Successfully promoted and sold medicines and drugs manufactured by `Hilton Pharma , Bristol- Myers Squibb & Glaxo Smith Kline`
* Achieved sales target by exceeding 100% and led to the tremendous growth of the organization

**Professional Experience:**

* More than 8 years of Pharmaceutical Sales experience

**Hilton Pharma, Pakistan**  
January 2006 till September 2006  
Territory Manager

**Glaxo Smith Kline, Pakistan**  
October 2006 till July 2013  
Medical Sales Executive

**Promoted Products in Gsk Pakistan**

* Velosef (cephradine)
* Theragran Range (Multivitamins)
* Successfully launched Theragran Ultra task (Multivitamin)
* Responsible for selling and marketing of pharmaceutical drugs, health care products and supplies
* Performs one-on-one meetings with pharmacist, doctors, and nurses
* Monitors the supply of drugs as well as inform doctors, pharmacist and nurses of the forthcoming changes
* Introduces new products of the organization
* Visits hospitals to meet with doctors to persuade them to purchase the products
* Compiles data on requirement and supplies products required by customers
* Arranges appointments with medical professionals like doctors, and pharmacists to spread awareness about the Products of the organization
* Maintains good relationship with nurses, and doctors as well as develops contacts with people in the medical world
* Educates the advantages of Products of the organization to doctors and other medical professionals
* Organize conferences and studies data to describe new products and develop sales approach
* Maintains up to date knowledge on latest development in the field of Pharmaceuticals.

**Danone Nutricia, Pakistan**  
July 2013 till date  
Field Sales Manager

Successfully promoting infant milk formulas **Cow & Gate** Working closely with colleagues in the Sales Team and at Head Office, involved in contributing to the overall process of management and corporate decision making to ensure the Company maximized its profitability. Responsible for constantly identifying new opportunities and potential clients, as well as developing relationships with them. Also involved in submitting tenders; keeping abreast of developments in niche markets; achieving revenue and profit targets; closing value-added reseller partner opportunities in key markets and acquiring relevant market intelligence; identify customers, arrange meetings with key decision makers and secure sales; developing a highly professional and results –oriented sales force capable of achieving, or exceeding, demanding sales targets in their respective fields.

**Honors:**

* Strategic Product Award of FEFOL VIT SPANSULE in 2010.
* Senior Medical Representative in GSK (Formerly Bristol-Myers Squibb) in 2007.
* Best Territory Development Award in 2007.
* Strategic Product Award of VELOSEF in 2008.

**Acquired Skills Training:**

* IJSFA Training (02 Days) in **GSK**
* WCP Training (02 Days) in **GSK**
* WSFE Training (02 Days) in **GSK**
* PSR Training (12 Days) in **GSK (**Formerly **BMS)**
* Compliance Training (01 Days) in **GSK (**Formerly **BMS)**
* First Aid Training (12 hrs) in **GSK (**Formerly **BMS)** St.John AmbulanceAssociation (Pakistan)
* ENGAGE Training (02 Days) in **GSK (**Formerly **BMS)**
* EXCEL Training (01 Days) in **GSK (**Formerly **BMS)**
* Leader Ship Challenges (o1 Day) in Danone.
* Danone Leaders (o1 Day) in Danone.

**Personal Information:**

* Father Name Abid Ali
* Language Urdu (Native) English (Good)
* Date of Birth 22 November 1979
* Gender Male
* Marital Status Married
* Spouse One

**Reference:**  
Will be furnished upon request