**Azeem Akhtar**

Ex-Business Manager

PharmEvo (Pvt) Ltd

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**Objective:**

Dedicated and experienced professional, with more than 10 years of progressive experience in pharmaceutical sales, marketing, leadership and management, coupled with proven track record of success in building and leading empowered, high performing teams to deliver sustainable growth and profitability. Equipped with verifiable strengths in analytical thinking, problem solving, communication, decision-making, and management skills. Able to assess and resolve customer concerns as well as to diagnose, design, lead and implement business solutions.

**Experiences:**

* **Business Manager - PharmEvo (Pvt.) Ltd.**

July 2013 – January 2016

Segments: Peads, Gyne & GPs.

Category: Anti-Infectives, Anti-Diarrheal, Multivitamins & PPIs.

* **Sr. Product Manager - PharmEvo (Pvt.) Ltd.**

January 2012 – June 2013

Segments: Peads, Gyne & GPs.

Category: Anti-Infective, Anti-Diarrheal, Multivitamins.

* **Sr. Product Manager - Nabiqasim Industries (Pvt.) Ltd.**

September 2011 – January 2012

Segments: Chest, ENT, Peads, Gyne, Ortho, Neuro, Derma & GPs.

Category: Anti-Infective, Anti-Fungal & Neuropathy.

* **Product Manager - Nabiqasim Industries (Pvt.) Ltd.**

May 2010 – September 2011

Segments: Chest, ENT, Peads, Gyne, Ortho, Neuro, Derma & GPs.

Category: Anti-Infective, Anti-Fungal & Neuropathy.

* **Product Manager - Akhai Pharmaceutical (Pvt.) Ltd.**

August 2009 – May 2010

Segments: Medicine & GPs.

Category: PPIs & Laxatives.

* **Asst. Product Manager - Akhai Pharmaceutical (Pvt.) Ltd.**

August 2008 – August 2009

Segments: Medicine & GPs.

Category: PPIs & Laxatives.

* **Product Specialist - Lundbeck**

October 2006 – August 2008

Segments: Neuropsychiatry & Medicine.

Category: SSRIs & Anti-Alzheimer.

* **Territory Manager - Abbott Laboratories**

August 2004 – October 2006

Segments: Neuropsychiatry, Medicine, Ortho & GPs.

Category: Anti-Epileptic, Anti-Infective, Multivitamins & NSAIDs.

**Professional Training:**

* Strategic Management - by Mr. Wil Hokama (IMS Health - Asia).
* Sales Force Effectiveness - by Mr. Chew (IMS Health - Singapore).
* Train the Trainer by Mr. Sohail Zindani (Learning Minds).
* Basic Difference Technique by LUNDBECK PHARMACEUTICALS.
* Customer Selling Skills by LUNDBECK PHARMACEUTICALS.
* Technique of Persuasive Selling by ABBOTT LABORATORIES.

**Education:**

* **Masters of Business Administration** - Institute of Business Management (IoBM)
* **Bachelor of Pharmacy** – Karachi University

**Major Research Reports/Projects:**

* Report presentation on Incentives and Trade discounts in pharmaceuticals.
* Report presentation on Pharmaceutical Branding.
* Develop and present Marketing Plan.
* Research project on Business Communication on SANTE Pharmaceutical.

**References:**

* Produce on request.