BILAL MUSTAFA

House no A-6, street 12

Chapel sun city, scheme 33

karachi

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[drbilalmustafa@gmail.com](mailto:drbilalmustafa@gmail.com)

Date of birth 27-december-1985

Objective

* To be an effective & enthusiastic member of the organization, which gives me an opportunity to fulfill its requirements and to work in excellent working environment where I can utilize my **experience**, **knowledge** and **vision** for mutual growth.

Education

* MBA –MARKETING (IN PROGRESS)

INSTITUTE OF BUISNESS MANAGEMENT (BIZTEK)- **KARACHI**

* (DOCTER OF PHARMACY) PHARM-D (2009)

BAQAI MEDICAL UNIVERSITY – **KARACHI**

* BOARD OF HIGHER EDUCATION, HSC EXAMINATION PRE-MEDICAL (2003)

TAMEER-I-NAU PUBLIC COLLEGE – **QUETTA**

* BOARD OF SECOUNDRY EDUCATION, SSC EXAMINATION (2001)

ST’ FRANCEIS GRAMMER SCHOOL – **QUETTA**

Professional Experience

**CHIESI PHARMACEUTICALS. (01-DECEMBER-2010 -- TILL DATE).**

* Job designation **MANAGER SPECIAL CARE (south)**. Promoted in 2013.
* Launching of new most technical and expensive products of company.
* Market survey for market compatibility, competitor’s statics and tactics, and room of growth for new launch product.
* Managing and organizing program's for product acceptance.
* Designing business plans for expensive and technical products.
* Supervise the supply chain of products (including cold chain products) from company warehouse to distributor and then to customer.
* Field and business training's of new colleagues.
* Managing and achieving primary and secondary sales targets.

**ACHIVEMENTS:**

* Received two appreciation letters from chiesi Head office for best target achiever, business developer.
* Awarded chief executive award (year best performer).

**GLAXO SMITH KLIEN (GSK) PHARMACEUTICALS. (07-AUGUST-2009 – 30-NOVEMBER-2010)**

* Job designation **MEDICAL SERVICES EXECUTIVE**

Workshops and professional courses

* Certified course in MICROSOFT OFFICE (excel, word, PowerPoint)
* Internship of 200 **credit** hours in marketing, quality control, quality assurance and production department of PHARMATEC PHARMACEUTICALS
* Certificate of appreciation from BAQAI MEDICAL UNIVERSITY for conducting market and field survey on implementation of drug act in hospitals, pharmacies and pharmaceutical industries in Karachi.
* Certified training program for salesmanship from GSK ACADEMY.
* Attended the first aid classes from GSK medical unit.

Activities

* Actively participated in annual games of school, college and university
* Sub-editor of PHARMA MAGAZINE OF BAQAI MEDICAL UNIVERSITY.
* Actively participate in organizing the events and programs in university.

Skills

* Administrative skills
* Communication
* Business awareness
* Team work
* Leadership
* Multi lingual

Languages

* English
* Urdu
* Saraiki
* Panjabi
* Sindhi