***DR. MUHAMMAD WASIM***

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**Address***: R-110, Block 13-D/1, Gulshan-e-Iqbal, Karachi, Pakistan*

**Cellular: *+****92 0334-3577327; 021-34802066*

**Email:** *drwasimchaudhry@gmail.com*

***PROFILE***

Focused, result oriented, self-driven and career oriented professional. Did Pharm-D from University of Karachi coupled with an MBA in Marketing from Iqra University. Always believed in “First Deserve and then Desire" Philosophy. My dedication towards work is my strength and accepting challenges is my passion

***PROFESSIONAL EXPERIENCE***

**EXECUTIVE (Administration) at BOL media group**

**Tenure: Jan 26th 2015 till present **

**Roles and Responsibilities:**

* Looking after inventory management.
* Generate the profit loss statement.
* Data analysis
* Sales monitoring
* Process improvement

**ASSISTANT PRODUCT MANAGER at PHARMATEC PAKISTAN (PVT) LTD**

**Tenure: April 2014 to Oct 2014**

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**Roles and Responsibilities:**

* Looking after Cardiovascular, Anti-Diabetes and General Medicines portfolio.
* Development of Brand Plan, Action Plan for Products and Team.
* Brand Development.
* Training and development of Field Force.
* Recommends the nature and scope of present and future product lines by reviewing product specifications and requirements; appraising new product ideas and/or product or packaging changes.

**MEDICAL INFORMATION OFFICER AT NOVARTIS PHARMACEUTICALS**

**Tenure: Aug 2011 to Mar 2014**

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**Roles and Responsibilities:**

* Promotion of Anti-Diabetic products (Galvus & GalvusMet)
* As a speaker (Gives presentations to the doctors)
* Arrange SLP and RTD to raise the noise level.
* Trained the field force within the division.
* Answers the queries.
* Execution of strategies given by marketing.

**PROFESSIONAL SERVICES REPRESENTATIVE AT PFIZER PHARMACEUTICAL.** [](http://www.google.com.pk/url?sa=i&rct=j&q=&esrc=s&frm=1&source=images&cd=&cad=rja&uact=8&ved=0CAQQjRw&url=http://pakbiz.com/Pfizer/&ei=wk1oVN7WNMLWaoWogLgM&bvm=bv.79142246,d.d2s&psig=AFQjCNF2SSSfWCkorwadD7XtP4gfygYKxg&ust=1416208194909866)

[](http://www.google.com.pk/url?sa=i&rct=j&q=&esrc=s&frm=1&source=images&cd=&cad=rja&uact=8&ved=0CAQQjRw&url=http://pakbiz.com/Pfizer/&ei=wk1oVN7WNMLWaoWogLgM&bvm=bv.79142246,d.d2s&psig=AFQjCNF2SSSfWCkorwadD7XtP4gfygYKxg&ust=1416208194909866)

**Tenure: Sep 2010 till Jul 2011**

**Roles and Responsibilities:**

* Management of assign territory & its peripheries.
* Achievement of assign targets, Creating demand of products by promoting them to doctors and enhance prescriptions.
* Liaison with AM, availability of stocks at chemist with the help of distributor’s staff**.**

***ACHEIVEMENTS***

* Successful preparations of the marketing plan for new product launch **(VALMO).**
* Deliver lectures on *Marketing Business Plans* at **BIZTEK UNIVERSITY.**
* Consistent performer at Novartis tenure.
* Selected as a **leader** in simulation activity from CVM in Novartis.
* **GFCT** trainer at Novartis

***QUALIFICATIONS***

* **Pharm-D, 2008**. University of Karachi, Pakistan
* **MBA Equivalent to MPhil . (Marketing),**  Iqra University, Karachi, Pakistan
* **H.S.C** Adamjee Govt Science College
* **S.S.C** Chiniot Islamia Public School

***TRAINING &WORKSHOPS***

* BTC (Basic Training Course)
* Will to win
* Arrow
* NSE (Novartis Selling Excellence)
* Hospital internship at LNH

***STRENGTHS***

* Leadership quality
* Work in different environments.
* Team Building.
* Initiator
* Team Player

***REFERENCES***

Will be provided upon request