# Ghulam Hussain



Tariq Motors Bukhari colony Nawan shahar Multan

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Career Objective:

To Acquire A Challenging Position Where I Can Apply My Communicative, Analytical And Managerial Skills To Enhance The Values Of The Organization.

Qualification:

Bachelor Of Science (1999-2001)

F.Sc In Pre Medical Subjects (1996-1998)

Matriculation In Science Subjects (1994-1996)

Post Graduate Diploma In Computer Sciences (2001)

Professional Experience:

***Searle -Pakistan.***

***(Neutraceutical Division)***

As Regional Sales Manager –Multan-Faisalabad-Sargodha-Bwp –Rykhan Regions.

* Team Development.
* To Set And Achieve Sales Target.
* To Manage Product Portfolio.
* To Resolve The Queries Of The Customers.
* To Manage And Lead NUtraceutical Groups.
* To Manage 18 Distributors (south Punjab).
* Forecasting.
* Effective Implementation Of Head Office Strategies.
* Mentoring

**1.GREEN STAR SOCIAL MARKETING**

*As Regional Sales Manager( South Region) From Jan 2013 To 21 December 2014.*

*As Senior-Regional Sales Manager (Karachi) December 2014 to February 2015.*

*Responsible For Two Division.*

***1)Pharma Portfolio***

* *Dealing With Family Planning Products In Gynae Segments & Paeds*

***2)Consumer Portfolio***

* *Dealing Condoms Business*
* *To Make Sure That Gs Products SATHI & Touch Available & Visible At Allocated Areas.*
* *Strong Grip On Leading Pharmacies ,Departmental Stores ,Karayana Stores ,Bakeries,Tuc Shops,Marts*

Top of Form

Bottom of Form

• To Ensure That All The Sales & Marketing Activities Are In Compliance With GS Sales & Marketing Activities;  
• To Implement Sales Strategies To Ensure Continued Development & Expansion Of Assigned Region For Meeting Organizational Goal;  
• To Actively Participate In Planning & Formation Of Sales Strategies;  
• To Maintain Strong Coordination With Head Office And Distributor;  
• To Ensure That Targets Set By Head Office Are Achieved In Timely Basis;  
• To Provide Feedback To Head Of Sales On Timely Basis;  
• To Check The Vacant Position & Prepare Their Human Resource Requirement In Relation With Their Targets ;  
• To Review And Approve The Tour Plan Of Field Manager & Asdo’s;  
• To Ensure That GS Products Are Available & Visible In The Market;  
• To Inform Head Of Sales Incase Of Shortage Of Any GS Product;  
• To Provide Feedback To DGM On Competitor Activities;  
• To Support Distributor To Achieve His Targets;  
• To Ensure Customer Coverage(NGS Doctors/Providers, Retailers & Whole Sellers);  
• To Monitor Field Presence Of Distributor Field Force;  
• To Conduct Market Surveys To Evaluate The Impact Of Sales & Marketing Strategies;  
• To Help Distributor Field Force In Order To Improve Productivity;  
• To Ensure Inventory Management At Depot Level;  
• To Hire & Evaluate The Performance Of Sub Distributor

2-**Obs Healthcare (Pvt) Ltd ( Organon, Msd,SCHERING PLOUGH)** *As District Sales Manager(central region).* From April 2010 To Jan 2013.

* Team Development.
* To Set And Achieve Sales Target.
* To Manage Product Portfolio.
* To Manage A Team Of 6 Tm’s.
* To Manage 5 Distributors (Lower Punjab).
* Forecasting.
* Effective Implementation Of Head Office Strategies.
* Mentoring
* Couching & Counseling
* Declared Emerging Dsm Of 2010 In Dubai Conference 2010.
* Runner -Up Pan Pakistan Basis 2011-12 Value Wise Target Vs Sales.
* One Spo Qualify For Ceo Trophy (50 Thousand House Utensils +Shield 2011-2012 & Out Of 5 4 Spo’s Hit Their Target
* Top Achiever Of Remeron (Antidepressant) On Pan Pakistan Basis.
* Declared Emerged Future Product Manager In Annual Conference 2012.

**3- Continental Pharmaceuticals**

As *District Field Manage(Multan,Bwp,Bwngr,Dgkhan)R.* From Aug 2005 To Apr 2010.

* Team Development.
* To Set And Achieve Sales Target.
* To Manage Product Portfolio.
* To Resolve The Queries Of The Customers.
* To Manage And Lead 3 Groups.
* To Manage 5 Distributors (Lower Punjab).
* Achieved 109% Ytd Sales Target 2008.
* Achieved 2nd Position As A Team In Sales Pan Pakistan.
* Forecasting.
* Effective Implementation Of Head Office Strategies.
* Mentoring
* Selected As A Member Of Marketing Committee From Central Region.(Responsible For Making Strategies & Future Plans For The Company).

# 4- Abbott Laboratories Pakistan (Pvt )Limited

As *Territory Manager* From Aug 2001 To Aug 2005.

* To Achieve Sales Target.
* To Promote Assigned Products And Handle The Queries Of The Customers.
* Territory Development.
* Achieved 100% Ytd Sales Target In 2003
* Successfully Launched Ganaton (A Block Buster Products To Increase Gastric Motility) .
* Included Klaricid In The Formulary Of Fuji Fertilizer Company Sadiqabad & In Pak Saudi Fertilizer Company (Mirpur Mathelo)
* Included Surbex Z In Wapda Hospital Guddu.
* Got 99.9% Marks In Abbott Sales Force Training.

Professional Training:

* Attended Sales Training Course In Abbott Labs In 2001.
* Attended A Course Of Techniques Of Persuasive Selling In Abbott Labs In 2004.
* Attended A Emerging Leader Workshop Under British Council In December 2006.(Arranged By Continental Pharma).
* Attended Course Of Dfm Couching & Counseling Arranged By Continental Pharma In 2007.
* Attended Manager Role As Leaders In 2011.
* Attended 3 Days Workshop In 2011 On Team Building & Retaining.
* Attended 3 Day Training Of Team Management In Greenstar Social
* Attended 5 days workshop in PIMS on micro business management .
* Attended Leadership Development Programme In Greens Tar .

Professional Skills:

1-Excellent Presentation Skills

2-Proficient In Using Ms-Office Tools (Word, Excel, Power Point)

3-Team Player

4-Excellent Listener

Extra Curricular Activities:

1-Blood Donor-Member Of Blood Donor Society-Red

Crescent Society

2-Travelling

3- Sports, Cricket, Badminton.

Personal Information:

Nic No.: 313038908762-1

Father’s Name: Muhammad Jamil

Marital Status: Married

Dob: 20th October 1981

References:

* Reference(S): Can Be Provided If Required (From Previous Workplaces /Or Other Marketing Or Sales Personnel)

Ghulam Hussain