Hamid Mukhtar 

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| **Father’s Name** | **Mukhtar Ahmad** |
| **Current Profession/ Designation** | **Manager Marketing & Sales SolWay Pharma** |
| **Address** | **House # 303, Block – H 1, Sabzazar, Lahore, Pakistan.** |
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| **D.O.B** | **23 Jan 1972** |
| **Nationality** | **Pakistan** |
| **CNIC #** | **35202-2645575-1** |

**Objectives:**

* **To learn new techniques, to perform innovative role and to get best repute in the field of Sales & Marketing.**

**Academics:**

* **Bachelor of Commerce B. Com ( Punjab University 1993 - 1995).**
* **F. Sc. ( Pre- Medical) G. Islamia College Railway Road Lahore (1991 – 1993).**
* **HSSC ( Science) 1991 G. Watan Islamia High School Lahore.**

**Professional Experience:**

* **2011 till Date:** Joined SolWay Pharma in October 2011 till date as Manager Sales & Marketing. Maintaining the sales of Plasma derivatives i.e. IVIG & Human Albumin, launched Herbal Products Related to Neurology, Paeds, Gynea & Medicine departments. Created & developed a good rate of prescription for the Natural Products.
* **2010 – 2011**: Joined Vermon Neutraceuticals as Manager Sales & Marketing. Sold Inj. Innohep (LMWH) product of LEO Pharmaceuticals on contract basis in Punjab territory. Launched Herbal Division for the Vermon Neutraceuticals.
* **2000 – 2010:** Joined 3A Diagnostics (Bayer Diagnostics, AIMS) as Area Sales Manager in February 2000. Marketed Glucometers of AIMS Enchor, Elite Sensor & Dex. Maintained the sales of Multistix, Diastix, Bayer Biochemistry Regents. Introduced (Launched) Palsma Derivatives i.e. Human Intravenous Immunoglobulins & Human Albumin of Shanghai Xinxing Biologicals China in Pakistan Market in North territory.
* **2003 – 2010:**Ttransferred to Islamabad as Regional Sales Manager and has been promoting products of IVIG Shanghai Xinxing Biological, first time in Pakistan. Pioneer in Introducing Chinese Plasma derivatives in the Market of Pakistan. Worked in AFBMTC, CMH, MH, AFIRM, AFIC, SHIFA International Hosp., PIMS, HFH, BBH (RGH), DHQ Rwp, Hearts International Hosp etc. Promotes Biological Products in different departments e.g. Paeds, Medicine, Neurology, Gynea, Surgery etc.
* **2007:** Introduced IUI Set up of Sperm Processor, India. In assigned territories. Covered infertility segments all over the Punjab & NWFP. Developed liaison to KOLs in Lahore, Faisalabad, Sahiwal, Gujranwala, Gujrat, Sialkot, Multan etc.
* **1998 – 2000:** Starts carrier from Global Pharmaceuticals as Medical Representative in June 1998. Generated sales of Morphine Derivative i.e. Nalbuphine HCl, NSAIDS, H2 Receptor Antagonists etc.

**Foreign Affiliates:**

**1998: South Korean.**

**2000: Bayer Diagnostics, USA (Regional Office Singapore).**

**2001: Crystal Inc. USA.**

**2005: Shanghai Xinxing Biologicals, China.**

**2007: Sperm Processor Pvt Ltd. India**

**2009: Moleac, France ( Singapore).**

**Skills:**

**Innovative Manager, R & D:**

Performed duties as Research & Development Manager.

Got acknowledgement as Innovative Manager of the Year 2007. Introduced Human Plasma Derivatives of Shanghai Xinxing Biologicals China in The Market of Pakistan in 2005, IUI setups & Sperm Meter in Pakistan for the first time in country. Develop new Indications i.e. Use of IVIG in Sepsis, in Preterm babies, in Solid Organ Transplants, in Bone Marrow Transplant with out cross match etc. In 2011, introduced the use of natural medicines in C.P. children, in Epilepsy, in post Stroke Functional recovery, in Facial Palsy, in ADHD, in dementia, in AD etc.

Won many awards during job e.g. Best Innovative Manager of year 2007. Best Business Development Manager of Country2006.

**Ability to develop new areas:**

Since the start of the carrier till date, got assignments to develop new areas. To perform this job, developed all areas which were assigned. Got complete assessments of Market & Customers. Performed Customers’ handling, behavior discrimination, market potential, segment strategies, planning, objection handling e.g. in current tenor 2011 to till date develop Khyber Pakhtoon Khawah comprises of Peshawar, Swat, Mardan, Noshehra etc.

Developed Islamabad, Rawalpindi, Wah, Abbotabad, Muzaffarabad, Mansehra, Noshehra, Peshawar, Swat, Lahore, Faisalabad, Gujranwala, Sialkot, Gujrat, Sargodha, Jehlum, Khariyan Qasur, Pattoki, Okara, Sahiwal, Multan, Daira Ghazi Khan, Karachi, Hyderabad etc.

**HR Manager:**

Performed duties as HR Manager, Conducted interviews, evaluated the Sales Personal time to time according to the criteria of the company, examined the parameters of the suitable candidates and prepared the analysis reports and appointments of personal.

**Intelligent Learner:**

Throughout the carrier got new range of products so to get competency, got excellent product knowledge regarding each & every part of product along with the competitors’ product. Developed the parallel strategy & planning for the promotion & sales. Examined the market, prepared market analysis, potential of market, size of market, discrimination among the markets and revenue generation.

Since the start of the carrier till date launched different products (wide range of products which are unique and developed consensus of related concerned customers) e.g. natural products in Post Stroke Recovery and in different neurological disease states, Human Plasma Products ( Biological division), Diagnostics Division includes Biochemistry Instruments & Regeants, Special chemistry ELISA, Blood Glucose Monitors (pioneer in introducing Chinese Blood Glucose Meters in The Market of Pakistan), Immunochromatography, IUI (Intra Uterine Insemination) Kits & Instruments, Lower Molecular Weight Heparin i.e. Innohep, Natural Products etc.

**Communicator, PR & Demonstrator:**

Performed as Demonstrator for the products. Arranged & performed hundreds of AV Presentations, Video Conferences, Demonstrations and round table conferences with local and foreign principles during the carrier in different Institutions. Holds the lectures to develop the consensus of the Prescribers all over the country. Performed vital role as mediator in between field force & Higher Management.

Developed liaison to key opinion leaders to generate business.

**Team Leader & Regulatory Affairs:**

Developed & maintained new teams in different areas according to the requirements in carrier. Keep their moral high regarding generation of business. Hold duties of regulatory affairs related to Federal Ministry Of Health Islamabad, Pakistan, includes Registration of Products, Pricing Additional Pack size etc.

**Trouble Shooting Manager:**

Performed the job task. Handled different psychological customer’s behaviors in different demographic areas, resolved their objections, skeptic attitudes, objections, indifferences etc. Got results from non developed areas or less developed areas.

**References:**

Can be provided according to the need of Organization.