## **Syed Inam HaiderZaidi**

Email: inamzaidi5@gmail.com

## **Cell:03335586066**

**PERSONAL DATA:**

**Father’s Name: Syed Ali Zaheer Zaidi**

**Gender: Male**

**N.I.C No: 37405-0457472-9**

#### **D.O.B: 5th May 1984**

** Mailing Address: House no 195/A street no 4 Sir Syed Chowk Jahangir Road Rwp.**

# **Nationality: Pakistani**

# **Marital Status: Married having Two kids**

**ACADEMIC ACHIEVEMENT:**

|  |  |  |
| --- | --- | --- |
| **Degree** | **Year** | **Board/university** |
| Matriculation (Science) | 2000 | Board of Intermediate **Rawalpindi** |
| F.Sc  (phy,chem,math) | 2002 | Board of Intermediate **Rawalpindi** |
| B.Com(IT) | 2004 | Agricultural University  **Faisalabad** |

**INTEREST & ACTIVITIES:**

1. **Playing Cricket, Football.**
2. **Reading Books, Newspapers.**
3. **Watching the Discovery Channel.**

**EXTRA QUALIFICATION:**

1. **Command on Windows Installations.**
2. **Well versed with the use of Internet.**
3. **Knowledge of MS.WORD,EXCEL,PWER POINT.**

**WORKING EXPERIENCE:**

**20th sep-2005 till 15Aug-2006**

Worked as a M.I.O**Asian Continental.**

**Products;** voren,bestrix,loren NSA and marcobac.

**Achievemets;** I was consistent achiever of P1 product of voren (tabs 50mg,and ampoules)P2 macrobac , andP3 Bestrix.

**16Aug 2006 to 30 Dec 2010**

Then I have got an opportunity to Worked as S.P.O in **Merck Marker**

**Products;** Neurobion,Neuromet,Neoprox,Delax,P.cam,wintogino etc.

**Achievements;** I was consistent Achiever of All leading Products like Neuobion,Neuromet,Omelcid,Pcam,Neoprox etc never missed their Target on YTD basis. I was getting share from( Prof.Dr Arif Malik,Prof Dr Nadeem Akhtar, Prof Dr Shoaib Shafi,Uzma Bano,Prof Dr Fazzal ul Rehman And Pro Dr Fiyyaz Shah etc and other leading physicians)

**jan 2011 to 31Dec 2015**

Worked as a Pharma associate in Sanofi Aventis in Diabetics care.

**Products; oral,** Amaryl,Neodipar and Daonil.

**Insulin; Analogue.** Lantus and Apidra

**Human Insulin,** Insuman Rapid,Basal and 25/75.

**Achievements;** As I Worked for Sanofi-Aventis for four years never missed Quarterly and YTD target and incentive. The basic Reason to achieve my target on regular basis was to have close liaisons with internal and external customers of the company. As we known sales is an outcome of several processes like strong territory, product and customer knowledge.compititor,s activities and our strategy should be clear and ready to counter it. regular close contact with chemist and Disteributor.I was getting my share from street sales and institutional business as well like from PTCL.GPO and up to some extent from PIMS as well. All leading Drs and KOL,s were giving me share regarding my products.

**As manager; Since jan2015 till to date**

**Working as a B.D.M from Emerge Pharmaceuticals.**

I have been working as A business Development Manager in the Region Of Rwp and leading the Team of 3 Mie,s In the Areas of City,Cantt and Islamabad.

**Achievements;**

As Emerge was A newly launched company having All natural products. I made its office at commety chowk hired quality people from reputed companies made Dr/chemists list for them Schedules and DCTCs,Weekly,monthly work and sales analysis sheets. Customers activity form, monthly quiz and Detailing Score sheet. work with them in the field. At the end. one of my team member is getting 100% achievement against his target and reset of the colleague are on growing track and improving them. We touched 3.45 lakhs in just 4 months.

**LAUNCHES :**

NEROBABIN-M

TIZORIL

AMARYL M.S.R

DAONIL-M

and All Products of current company.

**WORKING AREAS**

I have experience to worked in all local and out stations attached with Rwp Region.Rwp city cantt, Islamabad.

Out stations; Like wahh, Txilla, Hassanabdal,Attock,Khour,Pindi gheb,Jhand,Fatejang,Tarnol,Rawat,Gujar khan.Murree,bara kahu and Rawllakot bagh etc.

**About Me**

i am young, energetic and having strong communication, managerial and analytical skills which I have got from multinational training sessions field work and coaching’s being a trainer and trainee.so by using them in right direction I can be a permanent and useful asset for my employer.

**REFERENCS:**

# **Reference will be furnished on request.**