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| **C:\Users\irfan\Downloads\image1.JPG**  Muhammad Irfan | **Residence** | House # A/531, Sector 11-B, North Karachi Karachi, Pakistan.  +92 (21) 36964910 |
| **Mobile** | +92 300-2300480 |
| **E-mail 🖅** | Mdlodhi2003@gmail .com |

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| **Objective** |
| Seeking a challenging position in a dynamic organization with the aim to contribute towards organizational success by performing consistently and effectively applying my skills in a professionally motivating environment. |

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| **Education** | | |
| **Academic Particulars** | **Institute** | **Year** |
| **MBA** | BAHRIA UNIVERSITY KARACHI CAMPUS | 2013 |
| **M.PHARM (pharmaceutics)** | KARACHI UNIVERSITY. | 2006 |
| B.PHARM | KARACHI UNIVERSITY. | 2003 |
| H.S.C (PRE MEDICAL) | BOARD OF INTERMEDIATE EDUCATION KARACHI. | 1997 |
| S.S.C (SCIENCE) | BOARD OF SECONDARY EDUCATION KARACHI. | 1995 |

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| **Working Experience** |
| **Worked as a “senior Medical information Officer” in NOVARTIS PHARMA Pakistan. Since 18th OCT .2011 to 27th May 2015.(03 years and 07 months)** |
| **Responsibilities** |
| * Executes business plans and drives achievement of sales targets for relevant territory, customers or therapeutic area. * Executes call plans for customers, including key opinion leaders and potential speakers from customer or academic communities; calls on the right person to deliver the right message with the right frequency. * Serves as a key Novartis resource to the customer to ensure that Novartis products are available to more patients. * Deploys and uses approved Marketing and Sales promotional materials and programs; runs direct promotion programs and facilitates pull-through activities. * Uses expert knowledge of Novartis products and of therapy areas to build customer relationships and to support Clinical Sales. * Allocates resources effectively for sampling, programs and events etc. * Works effectively with other Novartis resources to achieve sales targets; provides colleagues with insight and feedback gained from customer interactions. |

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| **Working Experience** |
| **Working as a “senior executive analyst” in searle pharma limited FROM 31ST JULY .2015 TO date (0 years and 08 months).** |
| **Responsibilities** |
| * Successfully conducted training session on different topics like Good Documentation practices, 5S,   Time management, Stability Studies, method Validation and Root Cause Analysis etc.   * Design and implemented Instruments and product log books, result time saved and data presentable to auditor and visitors. * Method Development of New products. * Analysis of stability as per schedule and ICH guidelines. * Data entry and release of semi finished and finished product. * Instruments calibration and Trend analysis * Reagent preparation and record maintenance. * Perform system suitability on HPLC for different products and maintain relevant documents. * Perform water testing including tap water, purified water and distilled water and maintain record. * Handling and maintaining of QC related document i.e. Change Controls, Deviations, Failure investigations. * Writing and / or reviewing QC related Sop’s and ensure the implementation of that SOP. |

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| **Working Experience** |
| **Worked as a “QUALITY control EXECUTIVE” in MACTER INTERNATIONAL limited FROM 15THJune .2015 TO 30th july 2015 ( 1.5 months).** |
| **Responsibilities** |
| * Analysis of semi and finished samples of Antibiotics products. * Record updating of finished as well as semi finished samples. * Analysis of stability as per schedule. * Data entry and release of semi finished and finished product in SAP. * Instruments calibration and Trend analysis * Reagent preparation and record maintenance. * Implementation of IQC Directives through regular and effective QC monitoring. * Perform Validation, development of Process Validation sample’s and finally generate the Validation Report. * Perform system suitability on HPLC for different products and maintain relevant documents. * Perform water testing including tap water, purified water and distilled water and maintain record. * Handling and maintaining of QC related document i.e. Change Controls, Deviations, Failure investigations. * Writing and / or reviewing QC related Sop’s and ensure the implementation of that SOP. |

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| **Working Experience** |
| **Worked as a “Senior Quality control. Officer” in Sanofi-aventis Pakistan. FROM 03RD MARCH.2004 TO 17th oct 2011 (07 years and 07 months).** |
| **Responsibilities** |
| * Sampling and analysis of semi and finished samples of sterile and solid products. * Analysis of stability as per schedule. * Instruments calibration and Trend analysis. * Ensure EHS compliance. * Reagent preparation and record maintenance. * Perform Validation, development of Process Validation sample’s and finally generate the Validation Report. * Perform system suitability on HPLC for different products and maintain relevant documents. * Perform water testing including tap water, purified water and distilled water and maintain record. * Handling and maintaining of QC related document i.e. Change Controls, Deviations, Failure investigations etc. * Supervise and monitor IPC of Production and Packaging areas to ensure quality during process. * Performing the investigation of Product Technical Complaint (PTC), generate report and submit a copy to QA. * Writing and / or reviewing QC related Sop’s and ensure the implementation of that SOP. * Calibration and maintenance of QC instruments as per schedule and maintaining the record. |

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| **Working Experience** |
| **Worked as a “Production Officer” in Sanofi-aventis Pakistan. FROM 23RD jan.2003 to 02th mar 2004 ( 01 year and 03 months).** |
| **Responsibilities** |
| * Supervising the sterile manufacturing, filling and packing area. * Placing of SOP’s in all relevant areas. * Implementation of cGMP in all manufacturing as well as in packing area. * Managing all workers of sterile area and conduct training to all relevant departments. * Training and monitoring of all staff working in optical checking or inspection room. * Documentation of manufacturing and packing protocols and instruct to following all process according to SOP. |

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| **official visit** |
| * Pfizer laboratories. * Working as a Q.A. Officer with M/s Sanofi Aventis pharmaceutical Pakistan Ltd., since 04th Oct.2004 to till date. |
| * Brookes pharmaceutic |
| * Novartis pharama (Karachi and jamshoro plant). |

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| **Computer Proficiency** |
| * Well command on Microsoft Office & its different tools. * Comprehensively use MS Office and Excel, * Well known to use SAP (system Application Program) * Expert in Internet browsing and Access. |

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| **Relevant Trainings** |
| * Basic Training course of sale and Novartis selling excellence. * Good Documentation Practice * cGMP * Validation * Deviation, change control, OOS and OOT. |

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| **Personal** | | **References** |
| NIC No. | 42101-1363992-9 | Provided if required. |
| Date of Birth | 24.03.1977 |
| Nationality | Pakistani |
| Languages | Urdu & English |

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