**MOAZZAM**

***Sales***

**SAMAMA HILLVIEW FLAT # 505 BLOCK 16-A**

**GULISTAN-E-JAUHAR, KARACHI**

**TEL.# 34017719,MOB.# 03212419971**

[Moazzam\_70@hotmail.com](mailto:Moazzam_70@hotmail.com)

*A dynamic professional with worthy experience in pharmaceutical sales, seeking a challenging job where i can utilize my experience & leadership skills.*

**Professional Exposure**

**Eurekon International**

**Year Position**

**Jan, 2013-Till to date Sales Manager**

We have launched the company in Karachi and Hyderabad. I'm promoting a core GYNAE research product that is intimate feminine wash and pregnancy stretch mark cream. I have included the products in the formulary of Ziauddin Hospital and AL Khidmat Hospital. I am looking after Karachi and Hyderabad.

**Barrett Hodgson Pakistan (Pvt.) Ltd.**

**Year Position**

**Jul, 2012 – Dec, 2012 Sales Manager (South Region)**

I was looking after “Karachi & Quetta". I have experience of working in segment of GYNAE, PEADS and ENT. 4 area managers were reporting to me.

**Jul, 2010 – Jun-2012 Regional Sales Manager (SOUTH)**

I have experience of working in segment of cardio vascular. I had successfully launched many new products. I had achieved Best RSM Award in both year. I have included many products in the formulary of different private and government institutions. 10 area managers were reporting to me.

**Oct, 2003 – Jun-2010 Area Sales Manager (KARACHI)**

I have experience of working in segment of cardio vascular. I was looking after whole karachi. I always achieve the annual target every year. I had achieved best Area Manager Award many times. I have successfully launched many products and included different products in the formulary of private and government institutions.

**Feb, 1996 – Jan -2001 Medical Sales Officer**

I was responsible to promote research products like Cefspan (CEFIXIM). I had got experience of working different area in Karachi.

**Sainsbury’s London U.K.**

**Mar, 2001 – Jul -2003 Customer Services Assistant**

I had to attend customer and motivate them to buy specific products.

**Glaxo Wellcome**

**Oct, 1994 – Jan -1996 Medical Sales Officer**

I was responsible to promote the research products Cefspan (CEFEXIM).

**Strengths**

* Effective team building and planning skills.
* Ability to interact well with people of diverse background.
* Flexible nature, which helps in adjusting priorities quickly.
* Pertinent experience in the field.
* Good educational background.
* Eager to learn new things and changes that occur in business environment.
* Able to convert relationship in revenue.
* Creative in developing sales strategies to achieve objectives.

**Education**

* **M.B.A (MARKETING)**from **Frederick Taylor International University** c/o. Academy of professional studies London, U.K. in **September,2002**
* **B. Pharmacy**, from **Karachi University in 1992.**

**Computer Skills**

* **Command over Microsoft Office**

**Reference: To be furnished on request.**