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# DOB: JUNE 28Th,197**4**.

**HOUSE : 338-E Block, Pak Arab Housing Society,**

**Feroze Pur Road,Lahore.**

**MUHAMMAD MAJID**

WORK EXPERIENCE SUMMARY.

* **SALES MANAGER (CENTER) GLOBAL PHARMACEUTICALS (PVT)LTD 1 &1/2 Years.**

**(AUGUST 2014 TO PRESENT)**

* **FIELD MANAGER OTSUKA PAKISTAN LTD 12 YEARS.**

**(JUNE 2002 TO AUGUST 2014).**

**EDUCATION**

* **MBA(MARKETING) PUNJAB UNIVERSITY (2001).**

**RESPONSIBILITIES**

**SALES MANAGER (CENTER).**

**GLOBAL PHARMACEUTICALS (PVT)LTD.**

* **Optimise coverage of all segments especially Gastroentology, Medicine, GPs, Surgery, Gynae,Peads, Diabetology and ICUs of all Govt Hospitals and Private Hospitals as well.**
* **Eshtablished Strong relation ships with key opinion leaders for their influence in wards and for corporate benefits.**
* **strong distribution network for effective and desire Revenue generation.**
* **Inventory management for six weeks at all distributors for effective sales volume.**
* **Develop and retain team for effective and long term results.**
* **On job coaching and training to the team for getting good business results.**
* **Strong implementation of company strategies for achieving 100% sales target.**
* **Provide direction to the team for developing operational plan to support the strategy including time scales, resources for achieving assign targets.**
* **Keep strong controlling and analysis for achieving assign sales volume.**
* **Drive customer’s development plan to grow revenue and profitability.**
* **Meeting revenue targets by achieving sales pipeline growth and improving market penetration.**
* **Assuring every customer coverage and results through strong controlling.**

**Special Project Accomplishment**

* **Optimization of rural coverage and penetration through team and distributors.**

**The objective is to increase the level of frequency and coverage for increase and maintain healthy** ROI for company.

COMMERCIAL ACTIVITIES

* **Lead the development and implementation of customer engagement activities for respective brand(s) and to ensure alignment of brand(s) programs with business objectives in line with market strategy.**
* **Development and implementation of multiple brand activities such as**

1. **Continuous Medical Education Programme.**
2. **Communication campaign.**
3. **Special Product Feature highlight programme conduct for getting max prescriptions getting, i.e. doctors group meeting, wards presentations, round table discussions.**

PROFESSIONAL COURSES ATTENDED IN OTSUKA PAKISTAN LTD.

* Training On Leadership Skills (The Human Solution)
* Courses on Leadership. (AOTS JAPAN)
* Courses on Selling Skills. (CBS)
* Courses on Role of Appraiser/Appraise in Global base Management system. (TLO)
* Courses on People Development. (ZahidAsghar)

ACHIEVEMENTS

* Runner up FIELD Manager year 2012 at National Level Ach 109% (Otsuka) .
* Got Director Shield Award for the year 2012 (Otsuka).
* Runner up Field Manager year 2011 at National Level Ach 112% (Otsuka) .
* Got Director Shield Award for the year 2011 (Otsuka).
* Best Team of 4th Quarter of year 2011 (Otsuka).
* Appreciation Letter on time assignment completion (Otsuka) .
* Certificate on Excellent Work and Quick response in assign task (Otsuka).
* Letter of Appreciation on Highest Achievement of sales targets (Otsuka) .
* 5 GOLD Bars (10gm) win from Otsuka Pakistan Ltd.
* Certificates on Good Leadership Style from Otsuka Pakistan Ltd. (3 times)
* Certificate on Good Territory Management from Otsuka Pakistan Ltd.
* Certificate on Market Intelligent from Otsuka Pakistan Ltd.

REFERNCE

References will be provided on request.