

Cell# 0333-5083755,03006307935

Email: Jam\_222@hotmail.com

Current Address: Rawalpindi, Pakistan.

Permanent: Multan

**Objective**

To contribute to the growth and development of dynamic Organization providing professional and personal growth Opportunities.

**Summary of Qualification**

Extensive sales/marketing knowledge coupled with creative ideas for product application and a solid history of sales success. Proven Ability to develop sales potential in new market areas. Strong

Analytical and planning skills, combines with the ability to coordinate the efforts of many to meet organizational goals.Self-Motivator with great energy.

**Strengths in:**

1. Sales and marketing strategies 2. Client Relations 3. Target Oriented 4. Product Knowledge 5. Presentation skills. 6. Travelling & hard working my passion. 7. Updated with latest technology updates.

Innovative and creative, capable of producing dynamic strategies &also implementing them to enhance business growth, increase Product awareness and drive profitability. Strong communication andrelationship building skills with all level of staff and management. Dedicated to company, team and personal success

**CAREER HIGHLIGHTS.**

**Total Pharma Experience: 15 Years**

1. 12 years sales experience with multinational pharmaceutical company in Pakistan.

2. Work experience from grass root level to Marketing Manager.

2. Success records on different positions.

3. Worked with same company for 12 years.

4. Experience of different markets. (Oncology, Women Health care, Gastro,Derma,CNS,Ortho,GPs,Practitoners).

5. Trainings on leadership/sales/marketing

6. Training on Project management.

7. Management experience (Team & Distributors).

8. Among top achievers in company.

9. Conducted symposia and seminars.

10 On job coaching of SPOs.

11. Successful new products launch experience (Xarelto in ortho&Nexavar in Oncology, Melaine&Mirena in gynecology).

12. Institutional sales experience.

13. High priced product selling experience.

**Current Achievement 2014-15**

Joined company as product manager (Total sales of the company were 4.5 Million/Month since last 7 years),Got promoted as marketing Manager within 4 months and now within two year company sales are 20 Million /month).Thanks to Allah mighty & Team.

**PROFESSIONAL EXPERIENCE**

**14 years in sales and marketing with Multinational pharmaceutical company**

|  |
| --- |
| * **November 2013-Current Marketing Manager Focus&Rulz pharmaceuticals Islamabad**   Key Responsibilities   1. Planning & Execution of annual business plan. 2. Leading marketing team (78 team member). 3. Products development & Business Development both. 4. Presentations to healthcare professional. 5. Exploration of new potential territories for business extension. 6. Distributions affairs, stocks & sales supervision. 7. GPs &practioners business  * **August 2012-September -2013 Area Sales Manager Multan Amazon Pharma Pvt ltd**   Key responsibility  a**)** Leading team to achieve sales targets in gynecology products.  b) To develop close liaisons with KOLs to grab good business.  c) To coach and train team during job.  d) To forecast and develop business plans.  e**)** To explore new markets and launch new products.   * **March-2011-April-2012 Area sales Manager Healthcare LLC Dubai**   Key responsibility.  **a)**To achieve sales targets through dedicated team in multivitamin market.  b) To launch new products.  c) To start sales operation in new UAE states.  d) To provide on job coaching to team.  e).Identify the marketing needs & make a plan.  ** Jan 2009-Feb 2011 Area Sales Manager Oncology Rawalpindi Bayer Schering Pharma**  Key responsibility. a) To develop a team that can achieve the sales targets in Pharmaceutical products (Oncology, CNS, and Ortho). b) To ensure that marketing strategies are Implemented. c) To Monitor institutional business in North region. d) Identify the marketing needs & make a plan. e) To Identify the needs in sales team & make development plan including on job coaching. |
| **March 2007-Dec 2007 Therapeutic Specialist South(Karachi) Schering Asia GMBH**  Key responsibilities. a). To achieve sales targets for Oncology products.(Oncology) b) .To get recommendations from KOL and inclusion of products in institutions.. c). To identify new key accounts and develop them. d). To arrange presentations and foreign speaker meetings with KOLs. e). Participating in Hospitals Annual purchase meetings. |
|  **Nov 2000 – March 2007. Scientific Promotion Officer Multan Schering Asia GMBH**  Key responsibilities. a).To achieve sales targets in individual territory.(Gynae,Dermatology). b).To coordinate and monitor distributors. c). Launching experience of new products.  d).Arrange ward presentations and group promotions.  e).Exploring and developing new customer and markets.  f). Providing basic product knowledge to customers. |

**EDUCATION**

|  |
| --- |
| **1996 to 2000. B.Pharmacy B.Z.U Multan Pakistan**  **Trainings** |

Selling skills

Time management

SMART Objectives

Key account management

Leadership vs. Management

**Geographical Experience**

**Punjab**:

Multan,Dg Khan,Bhawalpur,Khanewal,Vehari,Layyah,Bhakkar,Mianawali,Sargodha,Rawalpindi.

**KPK:** Peshawar,Mardan,Mingora,Temargara,Abbottabad,Besham,Allai,Batgram,Batkhella,Dir,Swabi,Mansehra,Kohat,Bannu,Tank,DI Khan

**Sindh**

Karachi,Hyderabad

**Baluchistan**

Quetta

International: Dubai/sharjah

**LANGUAGES**

|  |
| --- |
| **EnglishUrdu Punjabi saraiki (All Fluent)** |

References:

Will be furnished once requested.