Dr MUHAMMAD REHAN KHAN

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Objective

To leverage my 4+ years of pharmaceutical sales experience, speaking skills, and expertise of conveying knowledge, in marketing to enhance my career along with respective company’s growth.

Education

* MBA –MARKETING (IN PROGRESS)

FEDERAL URDU UNIVERSITY-**KARACHI**

* (DOCTER OF PHARMACY) PHARM-D (2009)

BAQAI MEDICAL UNIVERSITY – **KARACHI**

* KARACHI BOARD, HSC EXAMINATION PRE-MEDICAL (2002)

GOVT COLLEGE FOR MEN – **KARACHI**

* BOARD OF SECOUNDRY EDUCATION, SSC EXAMINATION (2000)

SM PUBLIC SCHOOL – **KARACHI**

Professional Experience

**BARRETT HODGSON ( 26-nov-2014 to 13-aug-2015)**

I had association with Barret Hodgson for almost 1 year, there I was designated as a medical sales officer, responsible for promoting research brand Cefspan (cefixime) a potent antibiotic; injectables

Antibiotic Inocef (ceftriaxone sodium), esomeperazole, domperidon and an antipyretic Febrol. I had good experience of promoting antibiotics there and enhanced my field experience to collaborate good marketing approach

**SERVIER RESEARCH AND PHARMACEUTICALS. (12-MAY-2010 to 15-JANUARY-2014)**

Worked as business development officer, area of responsibilities included scientific promotion of quality Research products; Vastarel MR ( anti anginal drug), Daflon and Coversam (combination of perindopril and amlodipine) customers included A class General physician, cardiologists and surgeons of hospitals like jpmc

**ACCOMPLISHMENTS.**

* One month “initial sales training course” comprises of basic Marketing trends and customer behavior, drug features. Stood at “first position” in final test.
* Achieved no 1 sales award for maximum daflon 500 prescription For the year 2010.
* Succesfully launched Coversam, by customer brief acknowledgment of arrival of new combination in hypertension management.

Activities

* Actively participated in annual games of school, college and university
* Sub-editor of PHARMA MAGAZINE OF BAQAI MEDICAL UNIVERSITY.
* Actively participate in organizing the events and programs in university.

Professional skills

* Goal-oriented sales professional with, proven sales proficiency, and expertise in aggressive, creative sales strategies.
* Enthusiastic, knowledge-hungry self-starter, eager to meet challenges and quickly assimilate knowledge of pharmaceutical market, customers, as well as pharmaceutical and competitor products.
* Results-driven achiever with strong organizational skills and the self-motivation and initiative to increase market share.
* Solid communicator with exceptional ability to deliver complex information in persuasive, informative sales presentations and education programs.
* Customer-focused closer with unsurpassed interpersonal and teamwork skills, along with ability to address customer needs.
* Coordinated marketing campaigns and special events.

Presentation skills

* Possess high presenting skills, arranged and gave drug profile presentation on many occasion to physicians and surgeons of jpmc and civil hospital.
* Trained new comers of team and coordinated marketing issues prior to their Main training (initial sales training coarse).