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CURRICULUM VITAE NADEEM HASHMI

Nationality : Pakistani. Address : R-38, Block No-17,

Cell : +92-03002438893 F,B,Area,Karachi-75950.

Email : hashminadeem69@gmail.com Pakistan.

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Value I can Add

By Virtue of My Long Experience in Pharmaceutical Industry I have Been Through Multidimensional Exposure To Sales Management which has Enable Me to Develop Following Key Strengths:

* Sales Management
* Interpersonal Skills
* Team Building
* Analytical Skills
* Decision Making
* Distributor Related Issues Solutions.

OBJECTIVE

I would like to be An Active Part of a Progressive Organization where my skills and Competencies should be Benefitted to Both Myself and the Organization in Achieving Mutual Goals.

CAREER HISTORY

Organization Designation From To

SY’AH Impex Regional Sales Manager-South Jun 2015 To Date

Achievements:

* Successfully Appointed a Retail Distributor in Hyderabad & Quetta.
* Implement Controlling tools Like Daily Reports, Monthly Schedule, and Monthly Report.
* Increase Daily Call Frequency of Sales Team.
* Arranged Product Knowledge and Selling Skills Training for the Sales Team.

Organization Designation From To

Johnson & Johnson Area Sales Manager-South Nov 2012 Feb2015

Achievements:

* Successfully Hired the Regional Team in Johnson & Johnson.
* Improve the Coverage area of the Distributor through Increased Coordination of Sales Team and Distributor’s Team and Distribution Network.
* Arranged Selling Skills Training for the Regional team.

1. Organization Designation From To

Otsuka Pakistan Ltd Sen.Field Manager Sep 2007 Nov 2012

Otsuka Pakistan Ltd Field Manager April 2004 Sep 2007

Otsuka Pakistan Ltd Medical Info.Officer April 1999 April 2004

Achievements:

* Suggested a Simple and Innovative Method of Customer Tracking.
* With a Vision to Develop Successors Delegate, Coach and Train My Team Members.
* Inclusion of Products in Government and Private Hospitals’ Formulary and Received Appreciation.
* Secured First Position in Pan Pakistan Training of Product Knowledge.
* Awarded Highest Achiever in the Year 1999.
* Awarded Best Field Manager in 2009.

1. Organization Designation From To

Getz Pharma Pvt Ltd Product Specialist Jan 1997 April 1999

Achievements:

* Secured First Position in Pan Pakistan Product Knowledge Training.
* Successfully launched two New Products.
* Best Seller of newly Launched Antibiotic.

1. Organization Designation From To

Cyanamid Pakistan Ltd Medical Info.Officer Nov 1993 Jan 1997

Achievements:

* Secured Third Position in Pan Pakistan Product Knowledge Training.
* Awarded Best Seller of Newly Launched Anti-Ulcer ant (Lansoprazole).
* Received Appreciation letter on Developing Quick & strong Relations with KOLs.

EDUCATION

* B.Sc (Micro-Biology, Bio-Chemistry & Zoology).

Trainings & Certification

1. Management Skills by Mr. A.R. Puri
2. Selling Skills by Mr. A. R. Puri
3. Leadership Skills By JETRO
4. Role of Appraiser and Appraisee in an Organization by Mr.Ashraf Usman

COMPUTER SKILLS

* M.S. Office.

PERSONAL DETAILS

Father’s Name : Baqar A. Hashmi.

N.I.C No : 421010-7796618-5

Marital Status : Married.

Religion : Islam.

INTERESTS

Reading, Music, Sports.

* References Available upon Request