**Objective: A challenging position as Marketing/Training/Business Development Manager/BUM with an opportunity for challenge and personal growth.**

**Personal Details;**

Name: Nasir Ali Qureshi

F/Name: G. Sabir Qureshi

D.O.B: 4th March , 1972

Marital Status: Happily married, and have four children.

Place of Birth& Res.: Karachi and living at D-92,Sunny heights Gulshan Iqbal block 10-A Karachi-73500 Pakistan

Contact : 0092321-2429243

Email 1. bz\_nasir@yahoo.com

**Educational Details;**

M.Sc. from Karachi University in the year 1995.

B.Sc [Hons.] from Karachi University in 1994.

F.Sc from Pakistan International School/college Riyadh K.S.A.1989.

Matriculation from Pakistan International School Riyadh K.S.A 1987.

**Professional Skills;**

Well versed with international business communication and correspondence.

Attended marketing course from Preston University

Computer literate

Understanding of the customer care

Well versed with English language.

**Experience :**

**July 2012 – Present.**

**Director Operations at Macro Medical Systems.**

Managing and supervising all aspects of import, sales, and marketing.

Training the sales force. Devising all SOPs for office management, inventory management and managing over all finances. Worked with the DRAP ( Drug Regulatory Authority of Pakistan) for medical device registration.

Identifying the market potential and gap, and rightly position the product in the market place and planning and executing the sales strategies through sales force and achieving targets. Managing overall P&L , and maintaining sustainable growth.

**August 2007- July 2012**

Director Marketing and Sales with Cor-Med Pakistan Import, distribution, trading of Hospital consumable and surgical disposables in Cardiology, Cardiac surgery,general surgery.

Accomplished sales and marketing targets , and transformed the company's status from marginal to sustainable growth profitability.P&L Management,Product training& Sales force training. Started the South region sales and achieved milestone turnover of over 100m in the first year.

**July 2005 – Aug.2007**

Worked as Business Development Manager with TM Marketing Pakistan.P&L Management. Developing new markets and distributors for the marketed products mainly healthcare and specialized items. Accomplished the company's position as among the major supplier in the PTCA balloon market in northern region, covering punjab and khyber pakhtunkhwa.Breakeven in 7months and profitability up 18% from the second consecutive year. Travelled to Paris and attended the PCR ( Paris course on Revascularisation) 2006.

**March-2003 – Jul.2005**

Worked as National Manager Sales and Marketing with Maxims medical looking after the Key opinion leaders throughout the Pakistan Market. Established the company's position in major institutes like the Aga khan hospital, NICVD and Liaqat National Sales increment 20% per annum.

**Jan.2002 – Mar.2003**

Worked as Manager Sales& Marketing and Coordinator International Communications with Neaz Trading Corp. Pakistan. Achieved many milestones for the company and established the company’s position as among the major players in the cardiac surgery, intervention cardiology and CRM market.Overall sales up by 23% annually.

Worked with international principals mainly in Europe and USA to persuade them to invest in Pakistan Market and developing receptive market for their products. Main principals being Jomed AB , Hexacath France, Biotronik GmbH and Merit Medical USA.Participated in product trainings with international distributors in Berlin and Paris. Travelled to Amsterdam, Paris, Berlin, and Dubai.

**Sep.1999 – Dec.2001**

Worked as Regional Sales Manager North with Neaz Trading Corp. Started in a new market and achieved profitable sales volume in one year and established company's position as one of the major players in the cardiology and cardiac surgery market in the punjab and the then NWFP. P&L Management . Sales up by 8% second year and 13% third year.

**Aug.1997-Aug.1999**

Worked as Territory Manager with Rhone Poulenc Rorer Pakistan achieving the individual targets assigned.

**Jan.1996 – Aug.1997**

Worked as account executive with MCM Advertising in Pakistan, organising and managing various advertising campaigns with various healthcare companies both MNC and Local national companies in Pakistan. Thorough proof reading abilities. Flare for writing for media campaigns.

We also organized International conference of Drug Information Association and generated sponsorships for the event.

**References:**

Available on request.