**CURRICULUM VITAE**

** Nazar Hussain Shaikh**

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**Objective**

Seeking a challenging strategic position in a top tire firm with a vision to assist business to achieve their operational and strategic goals by utilizing my professional skills to prove my expertise and leadership qualities, my experience, analytical abilities, vision & management oriented skills set can make an impact on company’s growth and success which provide opportunities for my professional growth.

**Summery**

A highly effective professional with over thirteen years of managerial, leadership and administrative experience, who has demonstrated the ability to lead diverse teams of professionals to new levels of success in a variety of highly competitive industry and fast-paced environments. Strong business and technical capabilities with an impressive track record of hands-on experience in management, sales, strategic planning, business development, team management and successfully launched new products portfolio in the field of medicals sciences with new concept of disease management.  
  
**Specialties:** Proven ability to successfully analyze, coordinate and manage with consistent results in Pharmaceutical Marketing Company`s critical business requirements, identify deficiencies and potential opportunities and develop innovative and cost-effective solutions for enhancing competitiveness, increasing revenues and improving customer services. An assertive manager with outstanding interpersonal, communications, negotiation and people management skills. Having extensive territory exposure, presentation skills, conviction, energetic, flexible for travel, enjoy working environment, self motivator and desire to win.

**Experience**

**Sales Manager- Sindh (Whole Interior Sind)**

**Tabros Pharma Pakistan**

April, 1 2015 to date, Based at Hyderabad, Sindh

**Sales Manager- South (Karachi, Interior Sind & Multan)**

**Tabros Pharma Pakistan**

Sep. 30- 2013 – To March, 31 2015, Based at Karachi, Sindh

* To achieve company financial goals,
* Sales management,
* Administration,
* Handling distributor issues,
* Business Development,
* KOL Development,
* Coaching and field training,
* Follow up of marketing activities.

**Divisional Sales Manager Mehran 2-A & B (General Medicines)**

**Scilife Pharma**

July 2012 – June 2013 (1 year) Hyderabad, Sind

* Lead a chain of Professionals,
* Develop the professional capabilities of Team,
* Check on performance & analysis field activities of the Team,
* Analyzing situation, planning & organizing to get desired results,
* Build up strong relations with Key Customer to maximize company business,
* Declining trends arrested & directions set,
* Handling 14 sole distributors in various cities of Sind, Rahimyar Khan & Quetta Balochistan,
* Conduct Presentations in Cycle/Quarterly meetings, to launch the marketing strategy to the staff.
* Implement marketing strategies, training & give proper guidelines to existing staff for grooming.

**Sales Manager South-B (Cardio-Metabolic Division)**

**Hilton Pharma**

July 2011 – July 2012 (1 year) Hyderabad, Sind

**District Manager**

[**Servier Research & Pharmaceuticals [Pakistan] (Pvt) Limited**](http://www.linkedin.com/search?search=&company=Shell+Pakistan+Limited&sortCriteria=R&keepFacets=true&trk=prof-exp-company-name)

November 2006 – July 2011 (4 years 9 months) Hyderabad, Sind

Management, Coordination, Administration and Supervision of Territory Managers,   
Responsible for Servier’s operations in all districts of the province of Sindh except Karachi.  
Responsible for identifying new avenues, markets to enhance and increase the market share of Servier Pakistan over the period.  
Maintained & Developed New Customers to enhance quality and quantity standards. Participation in product launches and promotional activities

**Business Development Officer**

**[Servier Research & Pharmaceuticals [Pakistan] (Pvt.) Limited](http://www.linkedin.com/search?search=&company=Shell+Pakistan+Limited&sortCriteria=R&keepFacets=true&trk=prof-exp-company-name" \o "Find others who have worked at this company)**

January 2006 – November 2006 (11 month) Quetta, Balochistan

**Medical Information Officer**

[**Servier Research & Pharmaceuticals [Pakistan] (Pvt.) Limited**](http://www.linkedin.com/search?search=&company=Shell+Pakistan+Limited&sortCriteria=R&keepFacets=true&trk=prof-exp-company-name)

March 2000 – Dec. 2005 (5 years 10 month) Karachi, Sindh

Responsible for all Servier related affairs including sales, promotions, customer service, ensuring both quality and quantity at all the retail outlets within the assigned area.

**Skills & Expertise**

* Leadership
* Operations Management
* Analysis
* Enthusiastic
* Team player
* Business Analysis
* Customer Service
* Organizational

**Honors & Awards**

#### Best Selling awards,

#### Best District Manager Award,

#### Appreciation letters on dedicating efforts and achievements,

* Constantly securing best position in competitions on detailing presentations and quiz.

**Training & Development**

* Attended “Coaching techniques for the engagement of prescriptions” Course,
* Attended “Coaching sales people during dual call” Course,
* Attended “Core Concepts in Management” Course,
* Attended “Regional Analysis” Course,
* Attended “From activity to productivity” Course,
* Attended “Initial Management Course”,
* Attended “Initial Training” Course-2001, (Product knowledge-Selling Skills-Territory Management)
* MS Office.

**Education**

**University of Sindh at Jamshoro**

**Sindh, MBA,** [**Marketing**](http://www.linkedin.com/search?search=&keywords=Marketing&sortCriteria=R&keepFacets=true&trk=prof-edu-field_of_study) **with C.G.P.A “3.42”**

1999 – 2001

**University of Sindh**

**Bachelors of Arts,**

1996 – 1999

[**Government Degree Boys College, Thatta**](http://www.linkedin.com/college/?eduSchool=Government+Degree+Boys+College%2C+Thatta&trk=prof-edu-school-name)

**Intermediate, Science (Pre-Medical)**

1994 – 1996

[**Government Boys High School, Thatta**](http://www.linkedin.com/college/?eduSchool=Government+Boys+High+School%2C+Thatta&trk=prof-edu-school-name)

**Metric,** [**Science**](http://www.linkedin.com/search?search=&keywords=Science&sortCriteria=R&keepFacets=true&trk=prof-edu-field_of_study)

1990 – 1992

**Personal Details**

**Father`s Name:** Ghulam Rasool Shaikh (Late)

**Date of Birth:** 02nd Feb.1977

**Marital Status:** Married

**Religion:** Islam

**Nationality:** Pakistani

**Residential & Postal Address:** Flat No: B-12 Ground Floor, Haq Baahu Plaza, Gulshan e Iqbal Block 13/C Near Urdu Science College, Main University Road Karachi East, Sindh, Pakistan.