**Dr. Saba Jalil**

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**SUMMARY**

A motivated pharmacist possesses innovative, articulate, competent and confident personality, extraordinary communication and analytical skills together with the strong sense of identifying and capturing opportunities based on in-depth understanding of pharmaceutical business development principles to evaluate motivations and grow a pharmacy business. I want to be a part of well-developed organization where I can develop my career in a fast moving environment, and is currently looking for a suitable position with a company that values passion, positivity, integrity and hard work.

**PROFESSIONAL EXPERIENCE**

***Maple Pharmaceuticals (Pvt.) Limited***

**International Marketing and Business Development (IMD & BD) Officer (October 2015 – Present)** Responsible for developing new medicines and maintaining commercially productive relationships with both new and old clients to prosper contract and toll manufacturing business.

**Job Responsibilities:**

* **NEW MOLECULES FEASIBLITY IN PRODUCT LINE FOR ALL BUSINESS SEGMENTS:**

• Contribute significant leadership skills, business knowledge and negotiation abilities to the development of the general medicines diseases franchise.

• New product Development from Product Idea to Product Launch.

• Maintain the Business Development databases.

* **THIRD PARTY MANUFACTURING (TPM) BUSINESS:**

• Develop and maintain up to date potential and new product list to be offered to contract and toll customers and upon confirmation immediately forward the dossiers to regulatory affairs for registration in DRAP.

• Coordinate and follow up with Supply chain and production during development phase.

• To follow up with department for costing of products.

• To overlook all Business Revenue in terms of capacity allocation of plant.

* **ZESTECH SCIENCES DIVISION (NUTRACEUTICAL BUSINESS):**

• Contributed in development of new products as a product developer.

• Overlook Business opportunities in terms of development of product as well as contract manufacturing opportunities in the nutraceutical division.

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• In close coordination with marketing team, working on line extensions and new product requirements

• Working and co-ordination with Toll Partners for product related queries and changes.

***Maple Pharmaceuticals (Pvt.) Limited***

**Management Trainee (IMD & BD Department) (August 2015 - October 2015)**

• Responsible to identify and capitalizing on new product development opportunities.

• Understanding customer requirements and developing key relationships.

• Assisting Managers in product development projects.

**INTERNSHIPS**

## Novartis (Sandoz Division) (July 2014 to August 2014)

* Worked as an internee for 1 month in regulatory affairs department.
* Worked with the marketing team on different projects.

**Abbassi Shaheed Hospital (Sept 2014 to Oct 2014)**

* Worked as a Clinical Pharmacist.

**Extracurricular Activities**

* **Volunteer** in a research project “Pharmacoeconomic Studies OF Diabetes Mellitus In Pakistan”.
* Leading different seminars.

# ACADEMIC QUALIFICATION

# Pharm-D 2015

# University Of Karachi

# Intermediate in Science 2009 Grade A

# Khatoon-e-Pakistan Government College, Karachi

* **Matric in Science 2007 Grade A+**

Eden Public High School

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# SUBJECTS OF INTEREST AND TECHNICAL SKILLS

* Pharmaceutical Business Development
* Pharmaceutical Marketing and Management.
* Health management.
* Pharmacology.
* MS Office (Word, PowerPoint, Excel).

# REFERENCES

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# Available on request.