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**SaleemShahidAwan**

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**Summary:**

Vast experience of marketing and management in all the four provinces of Pakistan in different Pharmaceutical companies as Field Manager, Regional Manager, Marketing Manager and General Manager Marketing and Sales. Proven ability to develop and lead highly effective campaigns and produce dramatic increase in revenue and profitability. Adept at formulating strategies and plans. Outstanding presentation, leadership, and communication skills.Willing to provide the benefits of professional experience to the company anywhere in Pakistan.

**Professional Experience:**

Fozan Pharmaceuticals Pvt. Ltd. 2011-present

* Re-launched Fozan Pharmaceuticals Pvt. Ltd.on Pakistan basis. The company is a subsidiary of Saydon Pharmaceuticals Pvt. Ltd.
* Working as G.M. Marketing and Sales

Saydon Pharmaceuticals Pvt. Ltd. 1996-2011

* Joined the company as Marketing and Sales Manager based at Peshawar
* Prepared the marketing strategies, recruited the team, trained the team, and launched Saydon Pharmaceuticals in all the four provinces of Pakistan
* Got the company registered in Afghanistan and established a network of distributors in different provinces of Afghanistan

Wilson Pharmaceuticals Pvt. Ltd. 1993-1995

* Joined the company as Regional Sales Manager based at Rawalpindi
* Also participated and coordinated with the Head Office in the launching of cardiovascular products along with Product Managers

SandozPakistan 1980-1992

* Selected and worked as a Product Specialist from 1980-1984
* Promoted as Field Manager based at Peshawarin 1985
* Selected for job rotation and spent one year in the head office Karachi under the supervision of Group Product Managers as Product Manager and trainer
* Attended training sessions on Professional Selling Skills-1 (PSS-1), PSS-2, Representing Ethical Pharmaceuticals product (REP) course held in Bangkok, Srilanka and Head Office Karachi
* Exclusively attended training course on Cardiovasculars held in Singapore
* Selected as the only member of the International team of Ambassadors from Pakistan for region 6 to place Calcium Channel Blockers of the company at the forefront of antihypertensive therapy
* Declared as “the Best Field Manager” based on qualitative and quantitative achievements for two consecutive years which was the first time in the history of Sandoz and Red carpet tour to Switzerland was awarded at both the occasions. The Peshawar team was also declared as the Best Team in both the years and trips to Bangkok and Singapore were awarded to the team also.
* Also attended annual sales conferences in Srilanka, Bangkok, Singapore and Dubai

**Skills:**

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| * Marketing Strategies & Campaigns * Corporate Communications * Creative Team Leadership * Product Positioning & Branding * Team motivation | * Focus Group & Market Research * Development of Training Materials * Sales Collateral & Support * New Product Launch |  |  |

**References:**

References will be furnished when required