**Cellular: +92-300-5118595**

**Email:** shamshir216@gmail.com

**Address:** House No. 239, Street No. 5 Bani Mohalla, Dungi Galli, Near Christian Hospital Taxila, Rawalpindi.

**CAREER PROFILE:**

**15 Years** of Sales Management experience in a leading multinational pharmaceutical of Pakistan, excellent team player with strong leadership skills. Selected as Regional Team Leader for 3 years by Sanofi

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| **CAREER SUMMARY** |  |  |  |
| **ORGANIZATIONS** | **DESIGNATION** | **TENURE** | **JOB TYPE** |
| ***Sanofi, Pakistan*** | Senior District Manager | Jan 2013 - Dec 2015 | Permanent |
| ***Sanofi, Pakistan*** | District Manager | Jan 2005 – Dec 2012 | Permanent |
| ***Sanofi, Pakistan*** | Pharma Associate | Mar 2001 – Dec 2004 | Permanent |

**PROFESSIONAL EXPERIENCE:**

**POSITION:** ***SENIOR DISTRICT MANAGER***

**EMPLOYER:** SANOFI, PAKISTAN (ISLAMABAD, RAWALPINDI & SARGODHA REGION)

Tenure: Jan 2013 till Dec 2015

**Key Responsibilities:**

* Successfully managed Retail & Institutional Sales team of 8 people in a strategically important territory of Islamabad, Rawalpindi and Sargodha.
* Designed and allocated sales targets for the team and delivered market share growth for all products within the district
* Developed and implemented tactical business plans for the district to capitalize on market opportunities
* Managed and monitored distribution network of 6 retail and institutional sales distributors

**Achievements:**

* Ever highest sales and 9% GOLY (Growth over Last year) of Targocid antibiotic (2015)
* 45% GOLY (Growth over Last year) of Clexane anticoagulant (2015)
* Ever highest sales and 19% GOLY (Growth over Last year) of Targocid antibiotic (2014)
* Ever highest sales and 9% GOLY (Growth over Last year) of Claforan antibiotic (2013)

**POSITION:** ***DISTRICT MNAGER***

**EMPLOYER:** SANOFI, PAKISTAN (RAWALPINDI & ISLAMABAD REGION)

Tenure: Jan 2005 till Dec 2012

**Key Responsibilities:**

* Headed a Retail sales & Institutional team of 10 people in Rawalpindi district
* Liaison with a distribution network of 5 retail and institutional sales distributors
* Planned and executed marketing activities to achieve sales targets

**Achievements:**

* Certificate of appreciation from Holy Family Hospital Rawalpindi and USA Embassy for successfully conducting 20 MIS workshops in which 200 KOL’s (Key Opinion Leader) from all over Pakistan were trained
* Won Silver Medal in Sales Certification Olympics 2007
* Certificate of Appreciation for making Claforan antibiotic PKR 500million product in 2012
* Certificate of Appreciation from Society of Surgeons Rawalpindi in 2006
* Creativity Award from Sanofi Aventis in 2007

**POSITION:** ***PHARMA ASSOCIATE***

**EMPLOYER:** SANOFI, PAKISTAN (RAWALPINDI REGION)

Tenure: Mar 2001 till Dec 2004

**Key Responsibilities:**

* Catered existing accounts, obtained orders and established new accounts by planning and organizing daily work schedule
* Kept management informed by regularly submitting daily call reports, weekly work plans and monthly and annual territory analyses
* Monitored competition by gathering current marketplace information on pricing, products, new products, delivery schedules and merchandising techniques
* Persuaded doctors to prescribe our products utilizing effective selling skills

**Achievements:**

* 2nd Highest Achiever in 2004
* Best Seller Product Champion Award for Cefrom injection in 2003
* Achieved Top Gun award in 2002

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| **ACADEMIC SUMMARY** |  |  |  |
| **Qualification** | **Year** | **Institution** | **Result** |
| **MBA – Masters in Business Administration** | 2015 | Virtual University | In Progress |
| **Bachelor of Science** | 1999 | Punjab University | Passed |

**SKILLS & STRENGTHS:**

* Excellent written and verbal communication skills
* Strong networking and presentation skills
* Computer Competency (MS Word; PowerPoint; Excel).

**LANGUAGES:**

* English: - Excellent (Speaking, Listening, Reading and Writing)
* Urdu: - Excellent (Speaking, Listening, Reading and Writing)

**REFERENCES:**

* Will be provided upon request.