**Objective**

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Seeking an opportunity in the field of Pharmaceutical organization, and to get success in given assignment by implementing its procedures & policies with integrity and speed, which lead to organization’s growth and achievement in professional life.

**Personal Information:**

Father Name: Maqbool Ahmad.

DOB: 10th July 1971

Address: H # 15, St # 11B, Muslim Colony Angori scheme # 2 Lahore

**Experience:**

**Field Services Manager Oct 2015 till to date in Genetics**

* Till to date working as a sales services manager in Genetics

**Sr. Area Sales Manager Aug 2013 to 9 Oct 2015 Eli Lilly**

* Sr. Area Manager for north (Lahore to Peshawar) for Women health team from August 2013 to oct 2015 .
* Member in successful lunch osteoporosis educators
* 100% retention rate during my tenor.
* Team building activities to have more effective team work in zone

**Area Manager 2012 To July 2013 Eli Lilly**

* Area Sales Manager of Faisalabad from Jan 2012 to July 2013.
* Responsible for the Specialty Women Health products
* Best seller of Forsteo in 2012,2013
* Achieved the desired objectives by developing the team members
* Get Results through people by using the INSIGHT
* Gave the presentation on team building not only in zone but on country level as well
* Cabinet responsibility to calculate, analyze and give feedback to Manager with suggestion to improve situation.
* Mentorship of two new Reps and developed them right from their induction till their successful confirmation.
* Took initiative & conducted the Local speaker program with the coordination of marketing department in specialty therapeutic area.
* Given the presentation on country level how to engage the customer to achieve your objectives
* Made development plans for the better & personal growth of the team members.

**Product Specialist 2005-2012Eli Lilly**

* Worked in different therapeutics area like CNS, WH,(psy, neuro, Ortho, Gynae& Physicians)
* Excelled the growth in every therapeutic area( All 2005,2006,2008,2010 with 106%)
* Get Retention bonus in 2005 (For most selective persons)
* No 1 position in Evista selling in 2005,2006
* Best seller of the year of Forsteo in 2008
* Conducted different workshops/symposiums like CNS workshop, osteoporosis workshop etc
* Made development plan for myself accordingly where I want to see myself& achieved the results
* Key strength areas are getting result through people, Evaluate & Act, Model The Value, Implement with speed, energy & Integrity

**Professional Scientific Promotion officer 2001-2005Eli Lilly**

* Won the gold medal as a best zone of the year in 2002
* Achieving the targets above plan with good growth (2002 with105%,2005 with 106%)
* Get best pharmacy branding award on country level in 2004
* Member of TOP GUN(leading member in sales) in 2001 and 2003
* Given the presentations on different topics like LSP, Leadership behaviors, communication skills, Insight & selling skills
* Conducted timely & focused activities in the field to get the desired results

**Scientific Promotion officer 1999-2001Eli Lilly**

* Joined Eli Lilly in Jan 1999
* Worked in Select( antibiotics)
* Best Keflex seller of the year in 1999,2001
* 2000 achieved 103% & 2001achieved 105%

**Scientific Promotion Officer: 1997 to 1999 Himont Pharma**

* Spend half year with initial learning.
* Launched the productsFerplex ( Gynae, Peads and GPs) Enervit (GPs and Peads) &Oxil in ( Gynae, Surgery and GPs)
* During this become high achiever among top 5.

**Qualification**

M.A (Economics) 1994

Graduation 1991

FSC Pre Medical 1989

Metric 1987

**Training / Certification**

**Program Name From Date**

Inspiration Leadership Eli Lilly Sep, 2012

Lilly Coaching Model Eli Lilly July, 2012

Leadership Eli Lilly May, 2012

Situational Self Leadership Eli Lilly Oct, 2010

PFS Eli Lilly Mar, 2010

Situational Leadership II/Mentoring Eli Lilly July, 2009

Leadership through peers coaching Eli Lilly Sep, 2008

Mastering your selling Techniques Eli Lilly May 2007

Brand Management Eli Lilly Feb, 2006

Professional management Eli Lilly Feb, 2006

Emotional intelligence/ Apply EQ to selling Eli Lilly July 2005

Time & territory management Eli Lilly Mar 2004

Winning Business KZR Aug 2003

Who Moved My Cheese? KZR June 2003

Strategic Selling & Customer Access Eli Lilly July 2002

Top Gun III Eli Lilly Dec 2003

Top Gun I Eli Lilly Sep 2001

INSIGHT training program Eli Lilly Sep 1999

Initial Development Program Eli Lilly Jan 1999

**Achievements**

* Achieved above plan performance from 2000 to 2002,2005,2006,2008,2010,2011,2012,2014
* Won the best seller award of Keflex in 1999,2000
* Won the best seller award of Ceclor in 2001,2002,2003
* Won the best seller award of Evista in 2005,2006,
* Won the best seller award of Forsteo in 2008,2010 & 2011
* Get retention bonus for( very selective people) in 2005
* Remain Gold Club Member in 2001 to 2003
* Won Gold Medal as Best Sale Achiever Zone member for the year 2002
* Top Gun 1 award Winner in 2001
* Top Gun III Award Winner in 2003
* Pharmacy Branding Award Winner in 2004
* Active participation in cultural & organization programs
* Best team leader in 2012