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***SYED ASIF ALI***

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**R.390 SECTOR 10 NORTH KARACHI.**

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| *OBJECTIVE* |

Use my skills and potential at a Senior Management position to assist an organization in a congenial working environment where a definite purpose of job description is established for company and my personal growth and experience.

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| *PROFESSIONAL TRAININGS* | |
| ROI Excellence Program |  |
| Professional communication in Sales |  |
| Field visit management. Coaching & Counseling |  |
| Presentation skills & Targeted selection |  |
| District meeting skills/ Territory Management/ Planning | ,Performance feedback |
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| *PROFESSIONAL SKILLS* | |
| Management Skills: | * Reasonable good experience in new group launch, new product launch, people management, coaching & counseling, Territory & Sales management, KOL management, Budgeting& Planning Sales forecasting, Supply chain management and Performance Management.   I have worked in Gynecology, Orthopedics& Medicines . During my entire career. |
| Computer Skills: | I have good command in office applications like Power point,  MS Word, Excel and Outlook. |

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| *PROJECTS LEADS* | |
| International Programs : | Arranged successful program in Dubai |
| Local Programs: | Arranged many successful local CME in Karachi, Bhorban, Nathia gali etc.  Arranged many doctors family gala in Karachi, Multan, QUEETA and Hyderabad Regions.  Arranged many successful symposia involving Leading gynecologists, orthopedics Pediatricians & physician.  Tens of time arranged successful RTDs |

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| *ACADEMIC CREDANTIALS* | |  | |
| Masters: | Muhammad Ali Jinah University | | MBA(Marketing) |
| Masters: | University of Karachi, | | M.A (I.R) |
| Graduation: | Dj science collage | | B.Sc |
| Intermediate: | Dj science College, Board of Intermediate& Secondary Education, Karachi | | F.Sc |
| Matriculation: | North progressive, Board of Secondary Education, Karachi | | Matric |

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| *CAREER REVIEW & ACHIEVEMENTS* | |
| *Green Field Pharma* | *Business Manager (Sales &Marketing )*  **Oct 14** till date  *-Gynecology and physicians.* |
| Responsibilities: | **Team and business development on National Basis.(khi to kpk)** |
| Organizing sales & marketing activities. Ensuring Reach, Frequency and impact |
| Planning, controlling and follow up |
| Achievements: | Establish the marketing and sales structure ,product selection manufacturing and successfully launching. . |

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| *Wilsons Healthcare* | *Business Manager (south)* May 2013 to SEP 14  *Orthopedics-Gynecology* |
| Responsibilities: | **Team and business development for a new Group in Karachi, Hyderabad zone , Multan Zone , sukkur zone , Quetta zone** |
| Organizing Targets , sales & Supply Chain Management, |
| Planning, Execution, controlling and follow up |
| Achievements: | Successfully launched first **Nutraceutical group** of Wilson’s healthcare.  Significant sales contributor among all Zones.  Achieved 6.0m sales in just 8 months  Promoted two managers in just 8 months |
| *Searle Pakistan* | *Sales Manager( south )* **April 2010** **–** **April 13**  *Ortho. Gyne and Medicine* |
| Responsibilities: | Responsible for group in Karachi , Hyderabad, Sukkur, & Queeta, Zone |
| Development of a new team |
| Customer selection and their development |
| Ensuring Reach, Frequency and impact by a regular follow up |
| KOL and core customer development |
| Achievements: | Highest achiever of TRMAL across Pakistan  Best SALES Manager in 2 years(south Zone) |

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| *Abbot Laboratories* | *Regional Manager*  August 2007 – March 2010  *-Pediatrics-Medicine &Gyne.* | | |
| Responsibilities: | Joined as DFM at launch of New Division in 2007 Promoted as **Regional Field Manager** in 2008 | | |
| Development of first GHC group of Abbot | | |
| Development of KOLs in pediatric Medicine &GYNE | | |
| Coaching and development of professionals sales officers | | |
| Responsible also for consumer team (Mospel. ) ATL & BTL activities | | |
| Achievements: | Recognized as best RFM in 2008 and 2009  Every year achieved above 100% YTD  Won Annual Quiz & presentation competition. | | |
| *Elko Organization* | *Field Manager*  August 2005 –JULY -2007  *-Pediatrics-Medicine &Gyne.* | | |
| Responsibilities: | Joined As Asst Fm and Promoted as  **Field Manager** in 2006 | | |
| Development of first Cephalosporin group | | |
| Development of KOLs in pediatric Medicine &GYNE | | |
| Coaching and development of professionals sales officers | | |
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| Achievements: | Every year achieved above 100% YTD  Won All team and individual incentives. | | |
| *Bosch Pharmaceuticals* | *Territory Manager* Jan2003 - July 2005  *Medicine /Pediatrics& GYNES* | | |
|  | *Won 3 Annual cash Awards on Heights sales Of Ceftriaxone* | | |
| *Personal Data* | | |
| Father’s Name | | SYED YOUSUF ALI |
| NIC | | 42101 6500389-7 |
| DOB | | 23, January, 1979 |
| Marital Status | | Married with 2 kids |
| Languages | | English, Urdu |

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| *References* |  |

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