**CURRICULAM VITAE**

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| **PERSONAL DETAILS** |

Name **Syed Khalid Ali**

Fathers Name Syed Shifaat Ali

Nationality Pakistani

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Marital Status Married

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| SUMMARY &CAREER DETAILS |

A professional with diverse background of over years working with leading multinational company in Pakistan within I **Sales Operations** | **Marketing & Business Development,**A professional who has multiple sets of expertise with highly developed communication skills with an ability to convert challenges into achievements; self-motivated team player recognized for commitment, Dedication, resourcefulness & excellent interpersonal skills, Possesses demonstrated expertise in Recruitment, Selection, Induction, Orientation, Payroll, & employee benefits administration, Manpower Planning, budgeting, performance management, employee relations and communication.

**SPECIALTIES & SKILLs**

Strong Business Acumen with persuasive command in operational Management, Business Intelligence, Head Hunting, Talent Management, Performance Evolution & Analyses, Recruitment & Selection, Professional Development, Supportive leadership , Good People Management, Q & Q Management, Effective Rapport Building Skills. SFE Management & Monitoring, Account’s Skills, Presentation Skills., Sales Force Management.

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| EDUCATION |

Highest education secured Bachelors

Education Summery

* Secured “2nd Division” in matriculation from Hyderabad Board.
* Secured “2nd Division” in intermediate from Hyderabad Board.
* BSc from University of Sindh Jamshoro.

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| **WORK EXPERIENCE** |

* **Sales Manager, Novartis Pharma Pakistan Ltd**.

Lead the Sales Force of South Falcon, Led the team of **60 FFMs & 6 Managers.**

* Developed peoples & Teams of Karachi, Hyd, Suk, B Pur & Multan.
* Development of different portfolios, CNS, cardiovascular, Antibiotics, Anti ulcers, Anti Histamines, Anti Rheumatic’s, Consumers Products.
* In a career , promoted memory product Hyderegine, anti-depressant, anti-anxiety, etc.,
* Team member of launching consumers products like ON, EZ kid.
* Coordinate & Implement all marketing strategies.
* Mostly road travel to visit all towns of every Zones.
* Energizes all team members by developing them on Skills.
* Make sure 100% field visits by monitoring and guiding.
* Build effective relations with KOLs.
* Achieve target of Quvasc (Amlodipine) by **105%.**
* Achieved all company objectives of Q & Q especially GOLY in first year (2009) **40%.**
* Challenge city Karachi, completed team with cohesive people.
* Filled all vacancies within 15 days.
* Maintain talent pool of at least 3 to 5 people in hand.
* Closely coordinate with all departments to achieve common goals.
* **Cluster Sales Manager.** *Jan 2006 – Nov 2008.*
* Supervised 03 ZSMs, Hyd, Sukkur, Larkana, R Y Khan , 30FFMs
* Achieved every month target by +110%.
* Developed KOLs at Hyderabad & Sukkur zones.
* Arranged scientific activities which results in health business.
* Developed highly motivated team.
* Developed **cardiovascular team** separately, who works on cardiologist & Phy.
* Achieved targets by **+130%. Awarded best Cluster Sales Manager 2006.**
* Improved team performance by 20% in 2 months.
* Developed people for future needs, & Hired new talent.
* **Sr. Zonal Sales Manager, Hyderabad** *Sep 1999 to Jan 2006.*
* Led a team of 10 FFMs & **Cardio Coordinator** team.
* Arranged MDMs & RTDs at **Cardiology** department.
* Achieved all sales objectives by +20%.
* Developed people to developed KOLs.
* Implementation of marketing strategies, training sessions and on job coaching of FFMs.
* **Zonal Sales Manager, Sukkur & Hyd.**
* Led team of Sukkur, R Y Khan , Quetta , M P Khas, Dadu, N Shah, Larkana,
* Aligned priorities and stabilized the declining sales situation of a panic team & and achieved the budget by **110%.** “Awarded Switzerland Red Carpet Trip”
* Successfully launched **“Diovan”** cardio product at Sukkur & achieved the target by **150+**
* **Developed two most potential cardiologist Zahoor Soomro Sukkur & Saeed Sangi Larkana.**
* **Arranged MDMs & RTDs on DIOVAN.**
* Developed consolidated sales plans in line with the marketing team to achieve long term & short term business objective.
* **Medical Information Officer:** Started careeras MIO in Sandoz in July 1982.

Achieved target from first month by **122%.**

Become product specialist of **Hydergine** after six month of joining.

Within 2year got the promotion as **Field Officer** with company Car,

Achieved target of difficult product of infertility **Parlodel** by **160%** & promoted as a Product Specialist.

Awarded **“Man of the Year “**at Sri Lanka” ASC.

Due to Strong performance in Q & Q additionally work as an Asthma, CNS & Cardio product specialist.

Due to consistence performance in Q & Q got line promotion as **Field Executive**.

Arranged quality Seminars, Products lectures, MDM, RTDs by developing KOLs.

Builds high relations with KOLs which still maintained.

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**PROFESSIONAL SKILLS & DEVELOPMENT TRAININGS**

* “Sandoz Selling Course”
* “PSS 1 & 2.”
* “REP course.”
* “NSE”
* “SSE”
* “FLM 1 & 2.”
* “Team Building Course. In House.”
* “Novartis Leadership Standards. In House”
* “Novartis Values & Behavior’s. In House”
* “High Performance Organization. In House”
* “Communication Skills. In House”
* “Negotiation’s skills in House.”
* “Sales Force Management” by LUMS.
* “One minute Manager, in House.”
* “Sales Management” by PIM Karachi.
* “Sandoz Dynamic Coaching” – Novartis global development course for sales excellence.
* “Leading from the front Line” Novartis Leadership Course M1 at Germany.
* “FLM Team Development Program” by Novartis
* “Novartis Selling Excellence” by Novartis.
* “Workshop on Leadership Challenges. By Qasim Usmani.”
* “Couch vs. Mentor vs. Counselor. In House.”
* “Mentorship in House.”
* “Sales Force Excellence $ Rah e Rast $ in House.
* “Sales Force Excellence $ Azm e Naw $.
* “Behavioral Base Interview , in House”
* “Team Development workshop by Ousaf Javed.”
* “Job Delegation in House “
* “Success Principles for Performance Frontier Selling In House “
* “Emotional Intelligence”
* “Coaching Processes & Skills of Coaching In House “
* “Managing threats of TB, Johannesburg South Africa.”
* “Coaching for Performance “In House.
* “Novartis Integrity Course in house “
* “Unleash the Power within” By Saadi Insha”
* “Marketing Training Novartis Call Excellence II.”
* “CBI & Coaching Skills Workshop In House”
* “High Performing Team” by Richard Letzelter”
* “Med REP Interview Guide Workshop” In House.
* “ FLM Team development Workshop, In House “
* “Change for the better” in House”
* “Leadership that gets Results in House”
* “7 Success Habits” In House.
* “Solution Thinking Workshop, By Sohail Zindani.

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| **LANGUAGES** |

Good in verbal and written English.

1. Good in verbal and written Urdu.
2. Good in verbal Sindhi.
3. Good understanding in Punjabi & Siraiki.

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| **EXTRA CURRICULAR ACTIVITIES** |

* Social networking.
* Current affairs.
* Reading books of skills, history, peoples etc.
* Builds extra relations with different peoples.

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| **REFERENCE** |

References Provide On Demand

Best Regards.

Syed Khalid Ali.