**Name: Tanvir Shahzad Ahmad.**

Date Of Birth: 18-08-1967.

Marital Status: Married.

Nationality: Pakistani.

CNIC No: 36302-8097387-3.

Mailing Address: 524 – I, Shah Rukne Alam Colony, Multan, Pakistan.

E mail Address: [tanvirahm63@yahoo.com](mailto:tanvirahm63@yahoo.com)

Cell Nos: + 92 302 8632415, + 92 323 6289001.

Qualification: M. A. Special Education (Hearing Compromised).

B. Sc. (Zoology, Botany, Chemistry)

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| --- | --- |
| **EXPERTISE** |  |

* Project Development
* Team building & Management.
* Territory Management.
* Field Coaching.
* People Management.
* Objective setting.
* Sales & Territory Analysis.
* Implementation.
* K O L Development.
* Communication.
* Products & Selling Skills Training.
* New launches.

**PROFESSIONAL EXPERIENCE**

**Madina Medicine Company.**

Duration: July 2011 till present.

Designation: Branch Manager.

**Novartis Pharma (Pakistan) Ltd.**

Duration: May 2003 to June 2011.

Designation: (Senior Zonal Sales Manager / Cluster Manager / Zonal Sales Manager)

**Nabi Qasim Industries (Pvt) Ltd.**

Duration: September 2001 to April 2003.

Designation: Regional Sales Manager.

**Muller & Phipps (Pakistan) Ltd.**

Duration: February 2001 to August 2001.

Designation: Field Manager.

**Cibex (Pvt) Ltd.**

Duration: November 1998 to January 2001.

Designation: Area Sales Manager.

**Hoffmann Human Health (Pvt) Ltd.**

Duration: May 1997 to August 1998.

Designation: Area Sales Manager.

**Ciba - Geigy (Pakistan) Ltd. / Novartis Pharma (Pakistan) Ltd.**

Duration: March 1992 to April 1997.

Designation: Sales Officer.

**Uniferoz (Pakistan) Ltd.**

Designation: Sales Promotion Officer.

Duration: October 1991 to March 1992.

**Volanteer Experience:**

**Teaching Special Children (Hearing Compromised) since Jan 2015.**

**TRAININGS.**

* **Product Training Uniferoz**
* **Product Trainings Ciba - Geigy (Pakistan) Ltd.**
* **SSTC Ciba - Geigy (Pakistan) Ltd.**
* **SSFW Ciba - Geigy (Pakistan) Ltd.**
* **Product Training Hoffmann Human Health (Pvt) Ltd.**
* **Selling Skills Hoffmann Human Health (Pvt) Ltd.**
* **Product Training Muller & Phipps (Pakistan) Ltd.**
* **Product Training Nabi Qasim Industries (Pvt) Ltd.**
* **Basics in Field Management CBS, Karachi**
* **Product Trainings Novartis Pharma (Pakistan) Ltd.**
* **Competency Based Interview Novartis Pharma (Pakistan) Ltd.**
* **FLM 1 Novartis Pharma (Pakistan) Ltd.**
* **FLM 2 Novartis Pharma (Pakistan) Ltd.**
* **Performance Frontier Novartis Pharma (Pakistan) Ltd.**
* **Novartis Call Excellence Novartis Pharma (Pakistan) Ltd.**