**Xubair Quraishy**

**ZB 321/74 St #22 Fauji Colony Pirwadahi,**

**Rawalpindi. Pakistan.**

**Cell # +923215053060**

Email: [xeecue@gmail.com](mailto:xeecue@gmail.com)

**OBJECTIVE**

To pursue a career with ample potential, with a prospect of further growth, in an organization having competitive and challenging environment, I want to be a key contributor in such organization I will work with, endeavor to build up a sound career and fulfill job requirements and management expectations both as a team player and a team leader through smart work, dedication and work ethics.

**PROFESSIONAL EXPERIENCE**

(Pharmaceutical, FMCG, Neutraceutical)

**Senior Product Manager – Shaigan Pharmaceutical -** 1 Dec 2014-till date.

* Looking Brand Management.
* Responsible for the development of Marketing/ Brand Strategies as well as implementation.
* Responsible for Pre Marketing Research, Branding, Budgeting & Forecasting.

**Business Manager (Cirin Pharmaceutical) -** June 2013 – Aug 2014.

* Looking Sales Management / Brand Management.
* Developing Marketing Plans, Sales Plans, Activities, Implementations, Follow ups & Feedbacks.
* Pre Marketing Research, Budgeting, New Launchings& Forecasting.
* Monitor response of Sales & Marketing activities, feedback on daily, weekly & monthly basis.
* Coaching, Training, Motivation& Development of field force.
* Create the favorable atmosphere for the good performance of the field forc**e.**
* Responsible of 3rd Generation Cephalosporin Injectables, Quinolones, Cefixime, Antimalarial, Infertility Medicines, Iron Sucrose, Calcium Preparations, NSAIDS.

**Business Manager (Wilson’s Pharmaceutical) -** Jan 2013 – June 2013.

Joined Wilson’s Pharmaceutical as **Group Product Manager**, while promoted as **Business Unit Manager**

in March 2013.

* Looking, Sales Management / Marketing Management / Product Management.
* 6 Sales Managersare in reporting.
* Responsible of, Cardiovascular, Anti-Diabetic, Antibiotics, Anti-Hypertensive, Anti Psychiatry,NSAIDS,PPI, Calcium Range Etc.

**Product Manager (Cirin Pharma) October 2011 – December 2012**

* Looking Product Management / Brand Management.
* Developing Marketing Plans, Sales Plans,Activities, Implementations, Follow ups & Feedbacks.
* Responsible of, Injectable & Oral Antibiotics, NSAIDS, Anti- Malarial, PPI, NSAIDS, Injectable Iron, Calcium Range, Hormones, etc.

**Mark & Trade Excelsior** (Oasis-home Water Purification Tablets)

**Jan 2011- Oct 2011- Country Manager (**Marketing & Sales)

* Looking both Marketing & Sales activities in FMCG & Pharmaceutical Nationwide.
* Products of Hydrachem UK (Oasis-home).
* Develop all Marketing Plans, **ATL, BTL Activities,** (DDS,FM Radio Campaign, TV Aid, Posters, Literatures, Road side Holdings, Road side activities,Dr’sactivities, Pharmacies activities, bazaar activities, Shop to Shop activities, Studies, references, market potential, hospital activities, etc ).
* Develop Sales Plan (Targets allocation, Routing of field force, Hiring of sales Staff, Sales Team Hierarchy, etc).
* Fore Casting & Pre Marketing research of all Marketing &Sales activities.
* Cost Analysis of all Marketing, Sales activities& Event Management.
* Develop & Manage Distribution Net Works.
* Monitor response of Sales & Marketing activities, feedback on daily, weekly & monthly basis.
* Implementation of Marketing & Sales activities, daily feedback.
* Coaching, Training & Development of field force.
* Exposure of Trade sector, Corporate Sector, Govt.Organization,and NGO’s selling.

**Senior Sales Manager Himont Pharma -** Feb 2010 Dec 2010

* Looking Gujranwala, Rawalpindi. NWFP (KHPK) Region.
* Looking Vitamins, NSAIDS. Nutritional products, Antibiotics, Herbal Brands.

**Sales Manager (Lahore Based) Hilton Pharma -** April 2009- Dec 2009

* Looked Sahiwal, Lahore, Faisalabad, Gujranwala. Rawalpindi, KPK, Northern Area.
* 7 Asm’s were in reporting.
* Looking PPI’s, Antibiotics, NSAIDS, Anti Histamine, Laxatives, Cardiovascular, Anti Malarial, Psychiatry products.

**Sales Manager North (RWP Based) Hilton Pharma -** Feb 2008 to March 2009

**ASM (Rawalpindi) - Hilton Pharma -** July 2006 to Feb 2008.

**Asst Field Manager - Wyeth Pakistan**Jan2000 to July 2006.

**Product Specialist** - **CCL Pharma -**  Jan1997 to Dec 2000.

# OTHER RELATED SKILLS COURSES :

* Lead More - Manage Less (A R Puri)
* Management Skills (Nehal Siddiqui)
* Team Building (A R Puri)
* Champion Supervisor (Octra)
* Art of Communication (Octra)
* Leadership is partnership (KZR)
* Customer focus selling (KZR)
* Developing Customer Focus (KZR)
* Rep 1 (Wyeth Internal)
* Rep 2 (Wyeth Internal

**STRENGTHS**

* I canadapt quickly to new circumstances and working conditions and am able to integrate and work with teams for targets and challenges and am reputed to meet them well within time. Apart from my credentials, I am a professional with the passion to excel in whatever I take up, with a desire to learn new concepts and technologies; I think success comes only through dedicated and persistent smart work and self-belief.

# PERSONAL INFORMATION

* Father’s Name : Dr. Muhammad Quraishy
* Date of Birth : 10th May 1972
* N.I.C No : 37405-0554336-7
* Marital Status : Married

**EDUCATION**

**Masters in Business Administration** University of Muzafarabad 1998

**Bachelors (Pre Medical)** University of Punjab 1994

**References**

Will be provided on demand.