

MD. NAZMUL ABEDIN

Address: 9/3/B, East Modertek,
Sabujbagh, Dhaka 1214
Contact Number: 01756937520
E-mail: nazmul.gskbd@outlook.com



Career Objective:

To achieve a mid/top level managerial position into the sales department to guide sales team towards achieving organizational goals and objectives.

Career Summary:

I have had sound job experience in product marketing in two leading Pharmaceuticals companies in our country. My first job was at **Renata Limited** in 2002. Throughout my employment at Renata, I have exceeded my target sales successfully in each month. In 2006, I have switched to **Rangs Pharmaceuticals** where I have also kept the achievement trend.

In 2009, my service at **GSK Bangladesh Limited** assured constant performance in the sales force. In GSK, I have had the opportunity to work in different special team. During the long journey with GSK I was mainly assigned with Dermatological portfolio – particularly for **Stiefel** products. From 2014 to 2017 I worked for a very special product – **Prolia** and **Xgeva**.

Special Qualifications, Skills and Competencies:

Plan & prioritize tasks and accomplish them timely. Report Preparation for Top Management and Coordination with various institutions. Dealing with volatile market condition and get the target achieved. Team as well as freelancer attitude to accomplish assignments.

Award- winning sales and sales management professional who creates success via hard work, perform in a team, transforming obstacles into achievements. Fifteen years of experience in the field level of pharmaceutical marketing plus further experience in sales consultancy and administrative roles.

Goal-Directed, result oriented professional with high energy, initiative and focus. Keen insight into the needs and views of others. Able to listen and identify issues or problem areas and form innovative solutions. Build rapport with customers and sales stuff and exceed expectation in up-selling, overall sales, and customer retention and customer turnaround. Professional, Personable and articulate in presentation. Core competencies include –

- | | |
|--|---|
| <input type="checkbox"/> Selling products and service | <input type="checkbox"/> Flexible/Assertive/Adaptable |
| <input type="checkbox"/> Customer relationship | <input type="checkbox"/> Business management |
| <input type="checkbox"/> Problem Solving/Decision Making | <input type="checkbox"/> Presentation/Training |
| <input type="checkbox"/> Comprehensive Medical Knowledge | <input type="checkbox"/> Documentation/Report Writing |

Computer Literacy:

MS Office – Word, Excel, Power point.
E-mail, Internet.

Employment History:

Total Year of Experience: 16 Years

1. Field Executive (September 01, 2009 – 14 October, 2018)

GlaxoSmithKline Bangladesh Limited.

Places of Posting : Dhaka

Department: Sales

Duties/Responsibilities:

Successfully communicate with oncology doctors of Apollo hospital, United hospital and National Institute of Cancer Research & Hospital (NICRH) to have **Xgeva** for their right patient group. Working for **Prolia** made me good performer. Successfully sell GSK's products to more than 100 pharmacies. Convincing Doctors/Health stuff to make them assertive for the products and eventually to gain prescription support to create demand. Teaching hospitals, medical centers, and physicians' offices in the assigned territory.

- Plan and manage the territory to increase market share for GSK's Skin products
- Set appointments and deliver key message through sampling, gifts and visual aids.
- Implementing companies marketing policies, maintain good customer relations.
- Writing reports on day to day activities, competitor's activities in a regular fashion to the higher authorities.

2. Sr. Medical Promotion Officer (April 15, 2006 to July 31, 2009)

Rangs Pharmaceuticals Limited

Places of Posting : Pabna

Department: Sales

Duties/Responsibilities:

Generating prescriptions by convincing doctors, collecting order from pharmacies to sell out the company's products, achieving target sales by meeting the assigned budget, preparing report to the higher authorities and sending them in a regular manner.

3. Professional Service Representative (June 01, 2002 – March 15, 2006)

Renata Limited (Ex. Pfizer Laboratories)

Place of Posting : Rangpur

Department: Sales

Duties/Responsibilities:

Renata is a knowledge-based company, being a knowledgeable worker of the company I was assigned for generating prescriptions by convincing doctors of Rangpur Medical College. I was assigned as Indoor Based PSR in the company. Have to write the report to the higher authorities and sending them in a regular manner.

Academic Qualification:

Exam Title	Concentration	Institute	Result	Pass. Year	Duration
B. Sc. (Honors)	Zoology	Jagannath University College	Second Division Marks: 55%	1998	4 Years
HSC	Science	Bera College, Pabna	First Division Marks: 61%	1995	2 years
SSC	Science	Bera B. B. High School, Pabna	First Division Marks: 75%	1993	2 years

Career and Application Information:

Looking For : Mid to Top Level Job
Available For : Full Time
Preferred District : Dhaka

Personal Details:

Father's Name : Late Joynul Abedin Mian
Mother's Name : Mrs. Nur Zahan Begum
Date of Birth : February 01, 1979
Gender : Male
Blood Group : B (+)
Marital Status : Married
Nationality : Bangladeshi
Religion : Islam (Sunni)
Permanent Address : House - 6, Al - Hera Nagar, Bera, Pabna.
Current Location : Dhaka

Md. Nazmul Abedin