

Professional Summary

Results-driven SA12 Sales Leader with 15+ years of experience in the pharmaceutical industry, driving business growth through strategic planning, innovative marketing, and effective team management. Proven track record of launching successful products, fostering key account relationships, and navigating competitive landscapes.

Professional Experience

Country-Level Leadership – Pharma and Healthcare

Inazuma.co | January 2020 - Present

Regional Sales Director

Pfizer Inc. | June 2015 - December 2019

Key Achievements:

- Increased regional sales by 35% within the first year through targeted marketing campaigns and strategic partnerships.
- Successfully launched three new pharmaceutical products, resulting in \$10 million in revenue within the first six months.

Responsibilities:

- Led a team of 20 sales representatives across the region.
- Developed and executed regional sales strategies aligned with national objectives.

Senior Sales Manager

GlaxoSmithKline | March 2010 - May 2015

Key Achievements:

- Enhanced sales effectiveness by 25% through training and development programs for the sales team.
- Established and maintained key relationships with healthcare professionals, resulting in a 40% increase in product prescriptions.

Responsibilities:

- Managed a team of 10 sales representatives.
- Conducted market research to inform product positioning and marketing strategies.

Sales Representative

AstraZeneca | August 2007 - February 2010

Key Achievements:

- Consistently met or exceeded monthly sales targets, earning recognition as a top performer.
- Developed strong relationships with customers, leading to a significant increase in repeat business.

Responsibilities:

- Promoted pharmaceutical products to healthcare professionals.
- Provided product information and support to customers.

Education

Master of Business Administration (MBA)

Harvard Business School

Relevant Coursework:

- Marketing Management
- Strategic Planning
- Pharmaceutical Industry Dynamics

Technical Skills

Leadership & Management:

- Team Management
- Management
- Key Account Management

Strategic & Business:

- Strategic Planning
- Business Development
- New Business Development
- Strategy

Marketing & Sales:

- Marketing Management
- Sales Effectiveness
- Pharmaceutical Sales
- Sales Operations

Analytical & Research:

- Market Research
- Market Analysis
- Competitive Analysis

Soft Skills:

- Public Speaking
- Negotiation
- Learner
- Futuristic
- Ideation
- Activator

Industry Knowledge:

- Pharmaceutical Industry
- Pharmaceutics
- Kol Development