
SYED TANZEEM HUSSAIN

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Seeking assignments in Sales & Marketing, Key Account Management & Business Development with a growth driven organisation, where I can get an opportunity to use my skill and knowledge.

Professional Snapshot

A dynamic professional with 15 **years** of experience in Strategic Planning, Sales & Marketing, Business Development & Channel Management.

Current assignment is with ***Mirza International Limited, as Procurement Manager, since December 2017 based at Kanpur (U.P).***

Proven track record of establishing critical relationships in emerging market & Skilled in managing team to work in the corporate set parameters & motivating team for achieving business and individual goals. An effective communicator with good presentation skills.

COMPETENCIES OVERVIEW

Strategic Planning
Sales and Marketing
Business Development
Operations Management
Market Research
Channel Management
Promotional Activities
Relationship Management
Team Management

- Running the sales and marketing operations & accountable for increasing sales growth and driving sales initiatives in order to achieve business goals.
- Servicing / meeting all clinical & in-clinical needs of the customer and building the relationships.
- Monitoring customer's portfolio performance, securing high ROI and increasing retention levels.
- Ensuring customer satisfaction by achieving time bound delivery & service.
- Taking adequate measures to ensure optimum utilization of funds avail with us for accomplishment of targets.
- Recognizing and establishing financially strong and reliable channel partners for deeper market penetration; providing direction to channel partner for ensuring high performance.
- Creating and sustaining a dynamic environment that fosters development opportunities and motivates high performance amongst team.

Accountabilities:

- Design, plan and implement sourcing and purchasing strategies.
- Maintain a database of approved suppliers.
- Build and maintain relationships with suppliers and vendors.
- Negotiate lower pricing.
- Search and source potential suppliers and vendors.
- Analyzing market competition & sending MIS report to the management.
- Achieve the agreed business objective and as per the time schedule through people.

Past Assignment:**Regional Business Manager**

- January 2016 to December 2017
- **Bharat Serums and Vaccines Ltd** - Delhi, NCR, India
- Product promotion through brand awareness campaigns and interaction with Leading Hospitals, Doctors, Pharmacists.
- Managed a regional sales team of 6 Members.
- Lead sales calls with team members to establish sales and customers' relation.
- Coaching and Team Development.
- Adherence by self and team to systems and processes.

Area Business Manager

- March 2010 to December 2015.
- **Cipla Ltd** Respiratory Division West & Center Delhi, India.
- Manage a team of 8 territory managers.
- Conducted "CME's" and organizing "Customer Launch Meetings" to introduce Products

Territory Business Manager

- September 2002 to February 2010
- **Nicolas Piramal Healthcare** (Cardiac Division) – India
- Brand awareness among Targeted customer and Leading Hospitals, Doctors, Pharmacists.
- Achieving 100% target from assign territory.

EDUCATIONAL DETAILS

- Post Graduate Diploma in Public Relations from Aligarh Muslim University in the year 2001
- Post Graduate Diploma in Personal Management from Aligarh Muslim University in the year 2000
- Bachelor of Science in Chemistry from Aligarh Muslim University in the year 1999
- Intermediate of Science from B.I.E.C. Patna in the year 1995.

PERSONAL DETAILS

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| ➤ Father's name | Mr. Syed Taheer Hussain |
| ➤ Date of Birth | 01/03/1979 |
| ➤ Sex | Male |
| ➤ Language known | English, Hindi, Urdu. |

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Date
Signature

Syed Tanzeem Hussain