

# MUHAMMAD ABDUL SHAFI



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## Key Skills

### **Product Marketing**

### **Research & Development**

### **Business Development**

### **Marketing Communication**

### **Strategy Formulation**

### **Client Relationship Management**

### **Market Research & Analysis**

### **Team Building**

## Soft Skills



**Change Agent**



**Collaborator**



**Motivational Leader**



**Communicator**



**Thinker**



**Planner**

## Education



## Timeline

B. Pharmacy  
from Jawaharlal  
Nehru University  
Technology

2011

Oct'11 - Mar'15

Glenmark  
Pharmaceuticals  
Pvt. Ltd., Doha,  
Qatar as Product  
Specialist,

Mar'15-Present

Abbott India Pvt.  
Ltd., Hyderabad,  
as Territory  
Business  
Manager

- B.Pharmacy (Bachelors of Pharmacy) from Gayan Jothi College of Pharmacy, Jawaharlal Nehru University Technology, Hyderabad in 2011; scored 63%
- 12<sup>th</sup> (BI.PC) Biology, Physics Chemistry from Nalanda Junior College, Telangana, Board of Intermediate in 2007; scored 60%

## Work Experience



**Mar'15 till date**

**Glenmark Pharmaceuticals Pvt. Ltd., (Wellcare Groups), Doha, Qatar  
as Product Specialist**

**Oct'11 - Mar'15**

**Abbott India Pvt. Ltd., Hyderabad, India as Territory Business Manager, (TBM)**

**Key Results Areas:**

- Organising appointments with and meetings with hospital-based healthcare staff, Doctors, Pharmacists and hospital medical teams entailing pre-arranged appointments or regular 'cold' calling
- Presenting products to doctors, practice staff and nurses in GP surgeries, hospital doctors and pharmacists in the retail sector
- Organising conferences for doctors and other medical staff
- Building and maintaining positive working relationships with medical staff and supporting administrative staff
- Planning work schedules and weekly and MTP-monthly tour plan; attending CSM-cycle sales meeting, company meetings, technical data presentations and briefings
- Identifying and establishing new business; negotiating contracts
- Undertaking relevant research; meeting both the business and scientific needs of healthcare professionals
- Maintaining detailed records; attending and organising trade exhibitions or conferences and meetings; managing budgets
- Reviewing sales performance; achieving incremental sales target month-after-month
- Keeping up-to-date with the latest clinical data supplied by the company, and interpreting, presenting and discussing data with health professionals during presentations; monitoring competitor activity and competitors' product
- Maintaining knowledge of new developments in anticipating potential negative and positive impacts on the business and adapting strategy accordingly
- Developing strategies for increasing opportunities to meet and talk to contacts in the medical and healthcare sector
- Staying informed about the activities of health services in a particular area

**Highlights:**

- Successfully achieved targets of US\$1686444 (Glenmark pharm) & US\$393750 Abbott India private Ltd and promoted the organization's presence in markets such as Product specialist (mention)
- Promoted the use of Glenmark pharmaceutical Pvt. Ltd. & Abbott India Pvt. Ltd. products by interacting with physicians and hospitals through one-on-one meetings and presentations, professional education programs and other appropriate means
- Developed strategies such as scientific communication & journal updates for increasing opportunities to meet and talk to contacts in the Medical and Healthcare sector
- Monitored the market and compiled data on competitor products such as molecules updates, recent innovation or clinical trials (mention a few), pricing, new or emerging technologies and products, delivery procedures, competitor merchandising techniques and clinical trials

## Personal Details

**Date of Birth:** 28<sup>th</sup> July 1989

**Languages Known:** Arabic, English, Hindi and Telugu

**Address:** H. No.: 11-5-39, Hyderabad- 500004, India

**Driving License:** Qatar Driving License

**Passport No.:** (M5006571)

**Visa Status:** (Residential job visa)-work

**Marital Status:** Single

**No. of Dependents:** (4)

**Nationality:** Indian