**SHAUKAT YOUSAF**

11915 Gray Eagle Drive, Fishers, IN 46037 ⎜(317) 501-1436 ⎜shaukatyousaf69@gmail.com

**PHARMACEUTICAL SALES EXECUTIVE**

*ACCOUNT LEADERSHIP / TERRITORY MANAGEMENT / CLIENT RELATIONS*

Tenacious, results-driven professional offers experience in driving sales growth and organizational profitability in highly competitive environments. Comprehensive background in planning and executing strategies to exceed sales quotas. Well-versed in delivering insightful sales presentations, cultivating immediate rapport with customers, assessing needs, and tactfully closing sales. Strong expertise in leveraging networks to broaden client base and revenue growth opportunities. Superb interpersonal communication, presentation, negotiation, and consultative selling skills. Proven success in communicating articulately and proactively with management, colleagues, customers, and diverse healthcare professionals. Reputation for strong business acumen, innovative thinking, and ability to nurture effective customer relationships.

***Areas of Expertise:***

Pharmacy Operations – Technician Supervision – Prescription Processing – Staff Training – Patient Profile Review – Inventory Control

Physician Consultations – Medication Compounding – Medication Usage Education

Pharmacokinetics Monitoring – Fluent in Hindi, Punjabi, and Urdu – MS Office Suite

*Professional Experience*

**East Washington Pharmacy,** Indianapolis, IN 2017 to 2018

***Staff Pharmacist***

Managed prescription processing and evaluated drug indications, interactions, adverse reactions, therapeutic duplications, and compliance. Dispensed and compounded medications in accordance with physician prescriptions; reviewed instructions carefully and ensured accuracy. Executed all common store processes, and ensured compliance with company standards and initiatives. Supervised, mentored, and evaluated pharmacy technicians and other staff members. Administered flu, pneumovax, adacel, and zostavax immunizations. Established new pharmacy and successfully grew prescription orders from 0 to 100 prescriptions per day within one year.

**CVS Pharmacy,** Indianapolis, IN 2006 to 2017

***Staff Pharmacist***

Served as Staff Pharmacist at multiple Indianapolis-area high volume locations for 11+ years; worked independently as Night Pharmacist for 9 years. Evaluated drug indications, interactions, adverse reactions, therapeutic duplications, and compliance. Contacted physicians for medication and dosage changes. Delivered exemplary customer service; responded to customer inquiries, and educated patients on prescription contraindications. Completed monthly control substance inventories and monthly pharmacy improvement evaluations. Ensured compliance with all inventory requirements and all insurance verification requirements. Assisted customers with choosing the best insurance plan option to fit budget and needs.

**CVS Pharmacy,** Indianapolis, IN 2001 to 2006

***Intern Pharmacist***

Assisted Pharmacist in overseeing operations for chain location. Received, clarified, and filled prescriptions, handled insurance claims/rejections and managed cash register. Performed prescription compounding.

**Walmart Pharmacy,** Toronto, Canada 2000 to 2001

***Intern Pharmacist***

Assisted Pharmacist in overseeing operations for chain location. Received, clarified, and filled prescriptions, handled insurance claims/rejections, and managed cash register. Performed prescription compounding.

**Bayer Pharmaceuticals** 1998 to 2000

***Pharmaceutical Sales Representative***

Launched and promoted new diabetic pharmaceutical products. Monitored sales. Achieved quarterly sales target, recognized as top salesman in diabetic products.

*Education & Accreditations*

**Bachelors of Pharmacy** | Foreign Graduate

* Earned License in July 2006

**Licensed Pharmacist** | 26022058 A States of Indiana

**CPR, HIPAA, Fraud and Fraudulent, Hazardous, MTM, and Pseudoephedrine Certified**

**Member |** Indiana Pharmacist Alliance

*Volunteerism & Affiliations*

**Volunteer Pharmacist |** Trinity Free Clinic

**Volunteer** | Cubs Scout Pack 199 at SLDM Fishers

**Member** | Men’s Club at Holy Spirit Church

**Gospel Singer & Choir Member**