

Imran Idrees

Top sales and marketing head with ambition to turn vision into reality by team work

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Target Job Title: Pharmaceutical sales and marketing manager with ensured profitability to organisation

Career Level: Senior Top management Head

Experience 22 years

Willing to relocate: Anywhere

Work Experience

Head of sales and marketing

Glitz - Islamabad, PK

August 2018 to Present

Pakistan

Company Industry: Pharmaceutical Manufacturing

Job Role: Sales marketing P&I team building management total operation responsibility Negotiation of rates in tenders institutions brand launches Training Career pathways of Sales and marketing managers scientific conferences symposias Social awareness gathering competitors activities counter strategy strong planning Tactics time bound actions and execution with strong follow-up. currently supervising team of 52 sales product specialists and sales managers with Turnover above 10M.

Brand Manager

Wilson's pharmaceutical - Islamabad

July 2014 to July 2018

Brand manager cardiology

Managed country wide planning training launches and ensured sales of 10.5 M

Team Building

Strong market kol liasion

International CMEs Ward meetings conferences symposias scientific sessions webinars speaker development program patient centered activities.

Competitors strong follow up counter plan and execution

Training of sales force

Campaign preparations wobblers teasers for successful team launches

Incentive rewards and promotions of high achievers.

Sales Manager 2 provinces

Searle pakistan - Punjab, KPK

November 2011 to July 2014

Sales head with 23 sales force

Top brand seller

Team Building

New launches Nebivolol, olmesartan combination
Strong business generation from institution
Strong liaison with Top physicians cardiologists
Sales turnover 8.8 Million Retail sales with GOL 24% per year
International training holder on advanced management skills
Scientific conferences symposias webinars hospital based patient centered activities

Sales Manager MSD-OBS Pakistan

MSD-OBS Pakistan - KPK
January 2011 to June 2014

UK based selling techniques and concept introduction in diabetes and endocrinology
Team hiring training coaching and career building
Strong awareness social media base for sitagliptin and it's usage
International training by Prof Satoh India
MSD international training on presentation skills and train the trainer program
Scientific conferences symposias scientific sessions webinars speaker development program for patients
awareness social gathering with importance of HBA1C test and control
Given multiple times presentations all across Pakistan

Executive District Manager

SERVIER Pakistan subsidiaries France - Islamabad
November 2000 to January 2011

Launched French products in North Pakistan
Man of the year for consecutive 3 years
International trainings and tour winner
Launched metabolic approach in treating IHD in Pakistan
Best district Award
Best presentation conduction Award
Highest achievement incentives
Team hiring initial training on job coaching
International trainings by french trainers
International CMEs Ward meetings conferences scientific conferences symposias webinars speaker
development program patient centered activities
Remained Top seller in Pakistan Multiple times
Team got awards incentives promotions

Education

Bachelor's of Science degree in botany zoology Applied psychology

Punjab university lahore - Islamabad, PK
August 1998

Skills

- SPECIALTIES Achieving Targets above 100% Team Building very strong team builder Coaching Superb coach and trainer Marketing strong marketing planner for Sales above 100% (10+ years)
- Team buiding

- Coaching on job training
- Team building
- Planning strategies execution
- Strong Negotiations skills
- Always try to make organisation profitable
- Computer literate

Languages

- English - Fluent
- Urdu - Expert
- Arabic - Beginner