



SYED JAFFAR ALI

Contact: +918247705709 | Email: sjaffar86@gmail.com

LinkedIn: <https://www.linkedin.com/in/syed-jaffar-ali>

PROFESSIONAL MEDICAL REPRESENTATIVE

- ✚ Pharmacist with 8 years of **UAE** and **India** experience in Pharmaceutical, Nutraceutical and Surgical Disposables.
- ✚ Successful and consistent in delivering the responsibilities of Revenue Generation, Profitability, Market Share, Customer Satisfaction, Brand Recognition and Diversification
- ✚ Well versed with medical terms, physiology & anatomy, disease & systems procedures, as well as formulary systems, and charge matters facing practitioners.
- ✚ Expertise in aggressive market penetration and expansion through Sales across diverse market.
- ✚ Hold a Valid Indian & GCC driving License.

PROFESSIONAL CONTOUR

Medical Representative | **Wiiz Health Tech LLP**

Jan 2020 to Present

<http://www.wiizhealth.com>

Wiiz Health is a reputed manufacturer, exporter, trader and supplier of Surgeon Chairs, Ophthalmic Operation Table, Instrument Trolley, Power Instrument Table, Capsular Forceps, Foldable IOL Forceps, Lasik Forceps, Jewelers Forceps etc. These are accurately designed and are known for their reliability, easy usage, high stability, broad-based design, steady movements and durability. With ethical business policies, along with objectives of timely delivery, optimum client satisfaction and providing flawless products, we have earned a good reputation in the market. Moreover, we have an experienced team working with us, who ensure that all the requirements of our clients are catered in a sincere and timely manner.

- ✚ Working in Ophthalmology and Surgical Disposables.
- ✚ Marketing activity to doctors and pharmacies (detailing, demo product, presentation, round table discussion, trial / sampling, etc.)
- ✚ Ethically promote Ophthalmic Surgical Disposables, Medical Equipment, PPE kits and IOL (Intraocular Lens) to the targeted Ophthalmologists.
- ✚ Ensure excellent knowledge of company's products along with competitor's products to promote own brands more effectively. Demonstrate technical marketing skills and company product knowledge whenever and wherever required.
- ✚ Selling into Government Eye Hospitals, Private Eye Hospitals and other Ophthalmic centers across the Hyderabad City.
- ✚ Plan work schedules along with weekly and monthly timetables.
- ✚ Approached old customers, made rapport with concerned departments and was able to collect pending POs which lead to generating revenue for the company within short period.

Achievements:

- ✚ Successfully closed INR 500K deal within 6 months of joining.
- ✚ Added leading corporate hospital chains to the customer list by regular follow ups.

- ✚ Overly achieved quarterly target during pandemic situation and was awarded with “Extraordinary Sales Excellence Award”

Medical Representative | Brixly Pharmaceuticals

Feb 2019 to Oct 2019

<http://brixlypharma.com/>

Brixly Pharmaceuticals Pvt. Ltd. is an emerging Indian Pharmaceutical Company with the vision of making world class affordable medicines with highest standards. Brixly have a rich experience in exploring and marketing a wide range of pharmaceutical formulations with proven expertise. We at Brixly engage in the research, sourcing, marketing, and distribution of high-quality pharmaceutical products. We are focused on building innovative solutions and towards a Healthier Tomorrow & a Healthier World. We continually search for new ways to improve everything we do. We focus on providing value to customers and consumers by delivering high quality affordable Pharmaceutical Products.

- ✚ Arrange appointments with doctors, and pharmacists, which may include pre-arranged appointments or regular cold calling and making presentation of sample drugs to doctors.
- ✚ Ethically promote products to the targeted health-care professionals like **Obs/Gyn, Orthopedics, Pediatricians**, and securing maximum prescription for the **brand products and OTC products**.

Medical Representative | Vitavision Medical Supplies

Dec 2012-July 2018

www.vita-vision.com

Vita Vision is the authorized distributor of world's famous Nutraceutical brands -Nature's Bounty, Natural Wealth, Vitamin World, Vital Health Pharmaceuticals, Kendy(Sanovit Effervescent Tablets), The Gummies Co. Additionally, we are exclusively distributing derma e, a range of holistic and natural skincare products in U.A.E. and MENA region. Our products meet the guidelines prescribed by the U.S FDA - Good Manufacturing Practices (cGMP).

1. Responsible for Sales and Marketing of products in **SHARJAH** and **NORTHERN EMIRATES** Area.
2. Directly Reported to Sales & Marketing Manager-**MENA Region**.
3. Successfully launched the **Nutraceutical** products in the assigned area and developed the products from **Scratch to Million Dirham** Market.
4. Individual Sales contributor in the region to achieve targets set by organization.
5. Ethically promote products to the targeted health-care professionals like **Obs/Gyn, Urologist, Orthopedics, Pediatricians, Dermatologists**, etc. and securing maximum prescription for the **brand products and OTC products**.

Achievements:

- ✚ Launched new products successfully namely **Lactoplex, Omechol, Bio-Q, Concepron, Synoshield, Maternace, Optivin**. Etc.,
- ✚ Achieved 100% quarterly target of **Dhs 300,000**
- ✚ Received “**Best Marketing Specialist Award**” consecutively for 3 years **2014, 2015 & 2016**.
- ✚ Successfully Launched products namely **FERTYMA, FOLIZA-DHA, B-WELL, BRAT-SP** Etc.

Retail Marketing Executive | UAE Exchange Centre LLC

Aug 2011-Nov 2012

www.uaexchange.com

UAE Exchange is a leading financial services brand established in the United Arab Emirates in 1980. We offer a full suite of diversified and innovative financial solutions in money transfer, foreign currency exchange and payments, catering to retail customers and corporate businesses.

The Himalaya Drug Company is an Indian company established by M Manal in 1930 and based in Bangalore, India. It produces health care products under the name Himalaya Herbal Healthcare whose products include ayurvedic ingredients. It is spread across locations in India, the United States, the Middle East, Asia and Europe. While its products are sold in 92 countries across the world.

Skills:

Pharmaceutical Sales, Medical Representative, Medical Sales, Sales Representative, Sales & Marketing SEO, Digital Marketing, MS Office: Word, Excel (Basic), Problem Solving, Presentation and Communication Skills, Analytical Skills, Negotiation Skills, Interpersonal Skills, Drapes, Disposable Knives, Eye Shields, Surgical Gloves, Crescent Knives, MVR Knives, Intraocular Lens (IOL) Ophthalmic Surgical Disposables etc.

ACADEMICS

Master of Business Administration, University of Allahabad-India

Bachelor of Pharmacy, JNTU, India

Registered Pharmacist by **PHARMACY COUNCIL OF INDIA**

Course: **Digital Marketing** Completed

Well versed with Windows XP, MS Office and Internet Applications

PERSONAL DETAILS

Languages Known: English, Urdu, Hindi & Telugu

License: Valid Indian & GCC Driving License