

CURRICULAM- VITAE

KARIMULLA KHAN HAMASATH ALI KHAN

Old Muweilah Sharjah.

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Personal Statement:

Senior Medical Sales Representative with over 12 years of experience in the pharmaceutical sales market. Proven experience in developing territories, creating new and existing loyal business customers in hospitals, medical offices, medicine administration and distribution centers. Identified potential markets to increment revenue and market share for our business unit.

Professional Experience

Aug - 2014 (Present)

Senior Territory Business Manager

CNS Division

Abbott Healthcare Pvt Ltd

- ❖ I have been associated with Abbott healthcare CNS Victora Division in Salem HQ.
- ❖ Persuasively presented clinical data and case studies to support products.
- ❖ Developed relationships with physicians, pharmacists, hospital staff, peers and management.
- ❖ Performed in-service presentations to different medical groups, practices, and hospital residency programs.
- ❖ Visited physicians at their offices and delivered presentations using clinical data and case studies.
- ❖ Tracked medication sales and researched competitor pricing.
- ❖ Consistently achieved designated sales quotas by targeting specific physicians.
- ❖ Established relationships with key physicians and office personnel by providing a partnership toward patient treatment in all aspects.

May - 2013 - July- 2014.

Scientific Business Officer

MSN Laboratories Pvt. Ltd.

CNS Team . Chennai HQ.

Sep - 2012 - April 2013

Business Officer

ZYDUS NEUROSCIENCES

**I Had associates with zydus Cadila for 1years
Experience in CHENNAI HQ.**

Aug -2010 - Aug 2012

Territory Executive

MICRO LABS LIMITED

SYNCRO (NEURO AND PSYCHIATRIST DIVISION) Salem

HQ

- ◆ Analyzed data and developed and implemented marketing plans to improve
- ◆ product sales across.
- ◆ Established relationships with and delivered direct sales presentations to medical
- ◆ professionals in hospitals, pharmacies, and independent physician offices in Multiple Territories

Certifications :

- Award of Excellence certification in MSN Laboratories For Topper of all brand's
- Selected in NATIONAL PROJECT TEAM and Received Certificate in Last Year, And This Year Also Selected part of NATIONAL PROJECT Team
- PRIMA Certification Received from Abbott healthcare @2016
- Received GOLDEN AWARD 2015 & 2016 in Abbott healthcare Pvt Ltd
- Received PLATINUM AWARD IN Abbott healthcare Pvt Ltd
- Topper of Focus brands Achiever up to 2023 and Got certified also.
- Received Best TBM Award in 5 Time's

Skills:

- ◆ Business Communication
- ◆ Sales and Marketing
- ◆ Cultivating Relationship
- ◆ Team Work
- ◆ Decision Making

Education:

Degree	College/University	Year of Passing
Master of Business Administration : Marketing Management and Research.	Bharathiyar University (School of Distance Education)	2011-2013 (Incomplete)
Bachelor of Science: Computer Science	Periyar University - Gem Gates Art's and Science College.	2006-2009
H.S.C (State Board of Tamil Nadu)	Govt Boys Hr.Sec,School, Attur.	2006

Passport Details;

Passport No	Y5340725
Driving No ; INDIA	TN77 20110001854

Personal Information

Father's Name : Hamsath Ali Khan G

Mother's Name : Sehanas Begam H

Date Of Birth : 16/12/1988

Nationality : Indian

Marital Status : Married

Permanent Address : 413,Shakthi Nagar, 4th Cross,
Reliance Petrol Bunk Backside,
Pudhupet- 636141
Attur(Tk), Salem (Dt).
South India.

Languages Known : Tamil, English, Hindi, and Urdu

Extra Activities : Playing Cricket, Watching Movies,
Reading Paper, Browsing Internet.

References

Dr.Chelladurai Pandian. H

Neurology (Specialist)

Aster Hospital , Al Qusais.

Mobile : +971588288790.

Objectives in Life Self Actualization

To Achieve the highest level of competence in whichever field of work assigned, I view it every day as a new learning experience and enjoy it every possible way.

Karimulla Khan