

Mr.Acheiver

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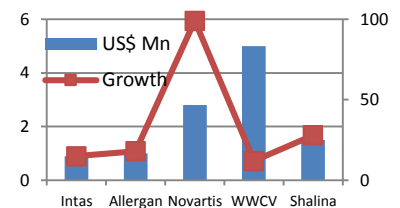
Mr.A@gmail.com; skype: Mr.A

InterNational Sales & Marketing Manager, Institutional Business, Profit Centre Head

Life Sciences | FMCG | Nigeria | West Africa | MENA | SEA

Mr.a is a thorough bread, strategically oriented, high performing pharma sales professional. For over 15 years his commitment to excellence has immensely contributed to top MNC's like ABC, DEF, WWXYZ & GHIJK to name a few, in terms of double digit growth, capturing market share, building high performance teams and strengthening customer relationship. Mr. has handson experience and knowledge of diverse geographical and socio-economic regions, including Africa – Nigeria, Ghana, DRC, SEA-Myanmar, Vietnam, Indonesia.

Being an enthusiastic & passionate salesman, Mr.A has demonstrated robust communication and negotiation skills, strong leadership traits amalgamated with advanced analytical thinking. Consistently delivering outstanding results, undoubtedly Mr.A has been accredited as a Star Performer, not just once or twice but for almost every assignment he undertook. **He Graduated in Science (Mathematics) & obtained Diploma in Software Technology.**



Areas of Proven Performance, Expertise

- Develop & implement effective sales & field promotional strategies
- Prepare monthly, quarterly and annual sales forecasts
- Strong leadership and team management skills; people development, grooming & retention
- Staff recruitment, training and development
- Excellent communication and negotiation skills; closing sales/business deals with large volume customers
- Lead regional or nationwide sales teams to achieve goals (sales, growth, MS, brand equity)
- High level of analytical abilities & skills – deeply understand & analyze performance metrics
- Business Intelligence, Environment scanning, Competitive analysis
- In-depth knowledge of distribution, logistics, international trade, regulatory environments/affairs.
- Knowledge of CRM software and Microsoft Office Suite

Professional Experience

ABC Healthcare, Africa

2016 till date



A USD\$2Bn Company, ABC Healthcare is a market leader in Africa, operating in over 17 countries across East/Central/West Africa; offers a huge basket of more than 250 brands under prescription & OTC segments, among top therapeutic categories, including anti-malarials, antibiotics, anti-inflammatory and nutritional suppliments. Headquartered in Dubai, with operation in Nigeria, Zambia, DR Congo, Angola, Ghana, Kenya, Central African Republic, India and China. ABC HC has not only created very strong, well entrenched Brands, but also solid distbributions network channels, a key driving force of african markets.

Head Institutional Business

Elevated to spearhead the Insitutional Business within one year, Mr.A now leads the sales & marketing team, expanding & building this key segment. Additionally he is responsible for Importation & Regulatory Affrairs, other key commercial activities

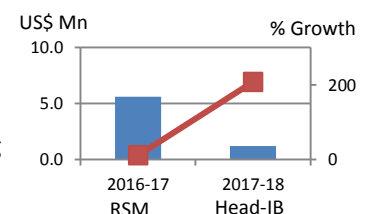


Contributions

- Leading Sales team of 16Reps and 4 front line managers, 3 brand managers, 2 logistics managers
- Complying commercial tender protocols, presentations to key stake holders, Govt Deligates
- Negotiates and concludes deals with large volumes, top institutions

Performance Highlights

- Acheivment & Growth – 85% Ach with 11% YOY Growth As RM 1st year
- Significant Increase in Prescription MS (Sanisphere POP 2017-18)
- Concieved & launched Insitutional Business UNIT in Nigeria, over shooting Target with a growth of 208%





.....a leading supply chain company in Africa, Asia, Europe & NA . A leading pharmaceutical distributor in Nigeria, TCA focuses to provide service in the HC supply chain. TCA is a licensed vendor to all major healthcare providers (Top MNCs, National manufacturers) in Nigeria; engaged in the distribution & sales of ethical, generic, vaccines, OTC & supplements. TCA handles >30% of all of the pharmaceuticals sold & distributed in the country.

Regional Manager

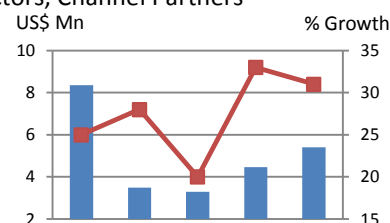
Lead and managed diverse MNC portfolios, namely PYZ, NABCS AAA and BBB AG; ensuring achievement of respective principals' core objective through developing & executing overall marketing, sales & distributions business.

Contributions

- PYZ co, - As RBM heading the portfolio, was elevated as Retail Head for PYZ
 - Lead a team of 4 front line managers, 1 second line manager & 26 MedReps
- NABCD – D Care Portfolio
 - Recruited & build a team of 13 MedReps, 3 Managers, 2 Institutional Managers & 2 D Nurses
 - Conceived and executed several innovative Business Development strategies –D-Care/Specialists for promoting Insulin
- Lead the inventory system, budgeting, sales forecasting, ensuring merchandise availability
- Always On top of Commerical transactions, Controlling credit risk
- Build strong Customer Relationship with KOL, HODs, Chief Pharmacists, Directors, Channel Partners

Performance highlights

- Achievement & Growth – Double digit growth
- Accreditation – Start Performer for FY2013-14
- Launched V-Brand & N-Brand– 58% MS in tough Nig environment



XYZ-ABC Healthcare Pvt Ltd

2006 to 2011



XYZ-ABC is a global healthcare company based in Switzerland that provides solutions to address the evolving needs of patients worldwide. XYZ-ABC was created in 1996 through a merger of CDEFG and XYZ. XYZ-ABC and its predecessor companies trace roots back more than 250 years, with a rich history of developing innovative products.

As Area Business Manager of Indore Divison, Mr.A's achieved his key result area through his team building and interpersonal relationship skills.

Contributions

- Lead a team of 8 Territory Business Managers & 2 MSLs (Med Scientific Liaisoning officer), 4 Diabetic patient care executives
- Promoted – BRAND1, BRAND2, BRAND3 leading to 4x growth regional MS within 8 months in 2010P

Performance Highlight

- Accredited as Best ABM & Team Leader for three consecutive times in FY2011
- Ensured zero attrition rate; retained high performance
- Invited to attend ASAF2008 at Singapore & Accredited "Hall of Fame Award"



Other Professional Assignments



AAAA India Ltd., Chandigarh as Area Sales Officer; 2004-2006



AAAA Pharmaceuticals Ltd., Dehradun as Field Sales Officer; 2002-2004

Training and Professional Workshops

- Selected for ISB-ASFP (Hyderabad)
- Completed Leadership Workshop held at ISB Hyderabad
- Attended FIDEL, CVM Academy & Performance Sales Frontier Workshops