

# ISHTIAQ RABBI

## Medical Representative

BSc, Pharm D, PGD (Management and Marketing)

Valid UAE (Dubai) Driving License with own Car



- [ishtiaq.rabbi@gmail.com](mailto:ishtiaq.rabbi@gmail.com)
- Birth Date: 19 Oct, 1992
- Nationality: Pakistani
- Contacts:  
Mobile # [+971-556933773](tel:+971-556933773)

### PROFESSIONAL EXPERIENCE

#### Product Presenter

Feb 2017-Dec-2017

Hilton Pharmaceuticals (Pvt. Ltd) Islamabad, Pakistan.

- Seasoned in crafting impactful presentations, building rapport through cold calling. Exceeding sales target by leveraging data-driven strategies.
- Proficient in nurturing relationships with doctors, addressing stock needs, and getting invaluable feedback to enhance product performance.
- Adept at forecasting sales goals, executing persuasive selling techniques, and adapting tactics to evolving market trends.
- Dedicated to staying updated on medical advancements, ensuring to provide cutting-edge insights to customers while actively participating in industry events.
- Skillful at creating compelling proposals and quotations that resonate with customer needs, resulting in increased conversion rates.

#### Medical Information Officer

Feb. 2016 – January 2017

Novartis Pharma. (Pvt. Ltd) Islamabad, Pakistan.

- By meticulously forecasting sales target and adapting strategies as needed, consistently surpass monthly goals, adept at liaising with doctors, gathering feedback, and managing stock supply for seamless product availability.
- Skilfully engaging targeted doctors, leveraging decisions. My proficiency extends to crafting compelling written proposals and quotations for customer needs.
- Passionate about staying ahead of industry trends, committed to conditions learning, ensuring that I provide up-to-date medical insights to customers. My engagement in trade shows and conventions further enriches my understanding of the market landscape.
- Conducting through research to identify potential customers within the medical field. Slathered insights from various sources to determine customer potential and needs, facilitating targeted and effective outreach efforts.
- Managed and maintained a customer value plan for existing clients, showcasing their profile, share and potential value opportunities. Effectively tracked and communicated progress towards monthly, quarterly, and annual targets, leading to stronger customer relationship and loyalty.

### ABOUT

Pharmacy Graduate with 7 years of hands-on experience spanning sales and marketing, content creation, presentations, article writing, digital marketing, market research, and scientific data analysis. Committed to catalyzing company growth and cultivating lasting consumer relationships.

### SKILLS

#### General

- Microsoft Office:
- Adobe Photoshop:
- Presentations:
- Content Creation:

#### Professional

- Sales Management
- Strategic Planning/Implementation
- Management Reporting
- Customer Relationship
- Competitive Analysis

### Languages

- English
- Urdu
- Hindi
- Pashto
- Punjabi

## Sales Executive

January 18 to October-19

### Smart Finance Commercial Broker LLC DUBAI UAE

#### Highlights:

- Meeting all customers and understanding their requirements, providing client solutions, structuring of deals, product fitment, etc.
- Research relevant finance including home loans, commercial loans, car loans, insurance, investments and commodities.

## Sales Representative

November 19 to March2022

### Samsung Gulf Electronics FZE Dubai UAE

- Greeting customers and listening to what they need and helping them to find the perfect product for their needs.
- Constantly building product knowledge and using it in engaging the customers and closing the sale.
- Setting up attractive merchandising, product displays and promotional booths in order to attract the customers.
- Delivering presentations and demonstration of the features to the customers in order to help them making a meaning full decision.

## Senior Sales Representative

April 2022 to Present

### Majid AL Futtaim Group

- Demonstrated expertise in Sales, Marketing, Customer Services in Laptops, Mobile Phones, Tablets, Monitors, Smart Watches etc.
- Greeting customers and listening to what they need and helping them to find the perfect product for their needs.
- Constantly building product knowledge and using it in engaging the customers and closing the sale.
- Setting up attractive merchandising, product displays and promotional booths in order to attract the customers.
- Delivering presentations and demonstration of the features to the customers in order to help them making a meaning full decision.
- Having good relationship with supplier in order to have smooth flow of stock in hand.

## EDUCATION

- **Post Graduate Diploma (Management and Marketing) 2017-2018** 1year Post Graduate Diploma from virtual university of Pakistan.
- **Doctor of Pharmacy (Pharm-D) 2010-2015** Bachelor Degree in Pharmacy from University of Sargodha, Pakistan. (Degree attested from UAE Embassy Islamabad, Pakistan.

## AWARDS/CERTIFICATES

#### Awards:

- **2017: International Driving Permit** from NH&MA Islamabad, Pakistan.
- **2017: Registered** as a Pharmacist with Punjab Pharmacy Council Lahore, Pakistan.
- **2016: 1<sup>st</sup> Position** in basic Training Course at ATCO LABORATORIES Limited Lahore Session
- **2015: CSS** attempt has been given in CE-2015.
- **2013: Driving License** from City Traffic Police Rawalpindi Pakistan.
- **2012: Participation** in 1st Pharmaceutical Exhibition and Career Counseling Seminar Faculty of Pharmacy University of Sargodha.
- **2009: 1<sup>st</sup> position** in Inter Regional Science Exhibition Rawalpindi.

#### Key Trainings to Credit:

- **2017: Spoken English Training** Nicon Group of Colleges of two months Registered to **PEARSON INTERNATIONAL ORGANISATION (UK)**.
- **2017: Participation in Training Workshop on Pharmacy Practices of Punjab Pharmacy Council Health Department, Government of Punjab** of two days(5 Credit Hours) at Hospitality Inn Lahore.
- **2015: Internship** of 04 weeks at QIH Islamabad, Pakistan and worked in Inpatient, Operation Room, Emergency and Outpatients Pharmacies.
- **2014: Internship Training** of 06 weeks in Quality control, Quality Assurance and Production Department at Glitz Pharmaceuticals private Ltd, Islamabad, Pakistan.
- **2013: Internship** of 06weeks in Medical Stores, Clinical Pharmacy and Hospital Pharmacy at MH, Rawalpindi, Pakistan.
- **2008: English Language Course** of 04weeks at NUML, Islamabad, Pakistan.