

Euro pass Curriculum Vitae

Personal information

First name(s) / Surname(s) **Mohammad Usman Idrees**
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 Nationality Pakistani
 Date of birth 20 Jan 80
 Gender Male



Desired employment / Occupational field

Management/Consultant

Work experience

<p>Dates</p> <p>Occupation or position held</p> <p>Main activities and responsibilities</p>	<p>13 Feb 07 - 2 Oct 08</p> <p>Product Manager (Pharmaceutical Marketing)</p> <p>I was responsible for the performance of my assigned group which consisted of Anti-Biotic, NSAIDs, Serm, Anti-Vertigo, Anti-Allergies, Anti-Ulcerants, Anti-Asthmatics & some Generalized products. My key responsibilities included;</p> <ul style="list-style-type: none"> - Establishing Achievement levels of all products relative to market - Budget planning and allocation of budget according to product profile - Assist in Product selection for new launches - Market analysis including competitor and product analysis - Field force training - Product literature & manual preparation - Marketing activities planning & execution - Assist in Sale targets adjustment - Developing & assessing Field force performance - Liaison between field force & top management
<p>Name and address of employer</p> <p>Type of business or sector</p> <p>Dates</p> <p>Occupation or position held</p> <p>Main activities and responsibilities</p>	<p>StandPharm Pakistan Pvt Ltd 27 Km, Ferozpur Road, 54000 Lahore (Pakistan)</p> <p>Pharmaceutical Marketing</p> <p>26 Apr 06 - 31 Jan 07</p> <p>Assistant Product Manager (Pharmaceutical Marketing)</p> <p>I was responsible for the performance of my assigned group which consisted of Anti-Biotic, NSAIDs, Anti-Allergies, Anti-Ulcerants, Gynecological & some Generalized products. My key responsibilities included;</p> <ul style="list-style-type: none"> - Establishing Achievement levels of all products relative to market - Budget planning and allocation of budget according to product profile - Assist in Product selection for new launches - Market analysis including competitor and product analysis - Field force training - Product literature & manual preparation

	<ul style="list-style-type: none"> – Marketing activities planning & execution – Assist in Sale targets adjustment – Developing & assessing Field force performance – Liaison between field force & top management
Name and address of employer	Medicraft Pakistan Pvt Ltd 68-B, New Garden Town, 54000 Lahore (Pakistan)
Type of business or sector	Pharmaceutical Marketing
Dates	6 Feb 06 - 14 Apr 06
Occupation or position held	Training Officer
Main activities and responsibilities	I started my career as a Training Officer in a two month Project executed by Sanofi Aventis Pharmaceuticals Pakistan & Institute of Business Management (IoBM). This project was a promotional tool and focused on good clinical practices. I was responsible for giving presentations on the topic of good clinical practices to the general practitioners, consultants, surgeons. Each presentation took almost one and half an hour.
Name and address of employer	IoBM & Sanofi Aventis Pharmaceuticals Korangi Creek, 75190 Karachi (Pakistan)
Type of business or sector	Marketing/Training
Dates	1 Sep 04 - 15 Oct 04
Occupation or position held	Internee
Main activities and responsibilities	I did my internship in pharmaceutical industry for the period of 6 weeks in Pharmedic Pharmaceuticals. During my internship, I worked in production, Quality control & packaging department.
Name and address of employer	Pharmedic Pharmaceuticals Pvt. Ltd 17 Km, Multan Road, 54000 Lahore (Pakistan)
Type of business or sector	Pharmaceuticals
Education and training	
Dates	13 Oct 08 - 31 Mar 11
Title of qualification awarded	MBA (International Management of Resources & Environment)
Principal subjects / occupational skills covered	Its main emphasis is on International Management of Resources & Environment. Key subjects included; <ul style="list-style-type: none"> – International Economics & Development – Economic Theory – Resource Economies management – International Marketing – Strategic Management – Marketing Intelligence – Resource Business Strategies – Investment & Finance – International Competition & property rights – Project Management – Specialization: Renewable Energy – MBA Thesis: Potential of Renewable Energy in Developing countries (Pakistan) with business perspective (business & strategy development)
Name and type of organisation providing education and training	University of the Freiberg (Technical University) Lessings str. 45, 09599 Freiberg (Germany)
Dates	14 Feb 05 - 28 Feb 06
Title of qualification awarded	MS-Total Quality Management (Gold Medallist)
Principal subjects / occupational skills	Its main focused was on Quality Management. Key subjects included;

covered	<ul style="list-style-type: none"> – Principals of Quality Management – Statistical Quality Control – Good Manufacturing Practices – Production & Operation Management – Quality Management Systems & Standards – Marketing Management – Specialization: Marketing – MS-Thesis: Marketing of Antibiotics & Consumer Health
Name and type of organisation providing education and training	University of the Punjab (Public University) New Campus, 54000 Lahore (Pakistan)
Dates	21 Feb 00 - 31 Aug 04
Title of qualification awarded	Bachelor of Pharmacy (B-Pharmacy)
Principal subjects / occupational skills covered	Clinical Pharmacy, Industrial Pharmacy, Hospital Pharmacy, Pharmaceutical Quality Control, Mathematics & Statistics
Name and type of organisation providing education and training	University of the Punjab (Public University) Old Campus, 54000 Lahore (Pakistan)
Dates	1 Aug 03 - 31 Jul 05
Title of qualification awarded	M.A (Political Science)
Principal subjects / occupational skills covered	<ul style="list-style-type: none"> – International Law – Comparative & Developmental Politics – International Relations – Western Political Thought – Foreign Policies of Major Powers – Comparative Political System
Name and type of organisation providing education and training	University of the Punjab (As Private Candidate) 54000 Lahore (Pakistan)
Dates	1 Jul 01 - 30 Jun 03
Title of qualification awarded	BA (Journalism)
Principal subjects / occupational skills covered	<ul style="list-style-type: none"> – Journalism – English
Name and type of organisation providing education and training	University of the Punjab (As Private Candidate) 54000 Lahore (Pakistan)
Dates	1 Jul 96 - 30 Jun 99
Title of qualification awarded	Intermediate (University Entrance Exam)
Principal subjects / occupational skills covered	Physics, Chemistry, Biology, English
Name and type of organisation providing education and training	Government College Gujranwala (Affiliated with Gujranwala Educational Board) Satellite Town, 52250 Gujranwala (Pakistan)
Dates	1 Mar 94 - 30 Mar 96
Title of qualification awarded	Matriculation (School Leaving Examination)
Principal subjects / occupational skills covered	Physics, Chemistry, Biology, Mathematics, English
Name and type of organisation providing education and training	Jadeed Dastagir Ideal High School (Private School affiliated with Gujranwala Educational Board) D.C Road, 52250 Gujranwala (Pakistan)

Personal skills and competences

Mother tongue(s) **Urdu**

Other language(s)

Self-assessment

European level (*)

English

German

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
A2	Basic User	A2	Basic User	A2	Basic User	A2	Basic User	A2	Basic User

(*) [Common European Framework of Reference \(CEF\) level](#)

Social skills and competences

Social Worker for social welfare of poor and disaster affected people.

Organisational skills and competences

I have two and a half year work experience as Product Manager which is an evidence of my managerial, leadership and organizational skills. My team consisted of more than hundred field staff members.

Technical skills and competences

Root cause analysis, Project evaluation, Pareto Analysis, Budgeting, implementation of various quality management tools and techniques

Computer skills and competences

Having Professional diploma in Microsoft Office Programs. Good command on all Microsoft Office Programs. **SPSS** Software

Artistic skills and competences

Good Management and artistic skills to manage and govern regional level management. Like artistic approach for social and other curriculum activities

Other skills and competences

I am Certified Lead Auditor for ISO-14001 (Environmental Management System).

Additional information

I stood first in the order of merit in MS-Total Quality Management and was declared to be awarded **Gold Medal**. I got 3.95 out of 4.00 CGPA.

I was also nominated for government scholarship after securing A+ grade in my school leaving examination. (Matriculation)

I won **Chess Championship** Title at University of the Punjab during B-Pharmacy.

I received training seminars/sessions regarding Productivity enhancement at working place.

I play Cricket on behalf of Dresden Cricket Club.

*References are available on demand.