

Mahed Haider

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PERSONAL STATEMENT

A hard-working, knowledgeable and target-oriented person with an extensive successful record. Builds and maintains a loyal client base through strong relationship-building skills, and excels at devising strategies. Skilled in bringing out the best in staff; able to manage effectively and recruit talent. Strong organisational and time management ability; skilled in planning, scheduling and meeting deadlines. Driven to succeed; a valuable addition to a forward-thinking with strong opportunities for progression.

EMPLOYMENT HISTORY:

November/2019 - Present

Community Pharmacist at Capital Pharmacy, Islamabad, Pakistan.

Core Responsibilities:

- Collecting and organized prescriptions received from pharmacy customers especially for controlled medications (Narcotics).
- Assisting technicians for the dispensing medication.
- Monitored and replenished stock as required (FIFO).
- Communicated with clinicians about patient case notes and drug charts.
- Check prescriptions for proper dosage.
- Compound prescribed pharmaceutical products by calculating, measuring and mixing the quantities of drugs and other ingredients required and filling appropriate containers with correct quantity.
- Dispense prescribed pharmaceuticals to customers & to other health care professionals and advise them on indications, contra-indications, adverse effects, drug interactions and dosage.
- Maintain medication profiles of customers including registry of poisons and narcotic and controlled drugs.
- Ensure proper preparation, packaging, distribution and storage of vaccines, serums, biological and other drugs and pharmaceuticals.
- Advise customers on selection and use of non-prescription medication (OTC medicines).

July/2015 - October/2019

Clinical Advisor for Pentax Medical, Japan (Gastro, Pulmo, ENT & Urology divisions), on the behalf of Mediland Pakistan (Pvt) Ltd.

Core Responsibilities:

- Identifies and generates leads through networking, cold-calling and marketing, converting into key accounts.
- Manages the sales cycle from inception to execution & high-profile corporate accounts
- Coordinates and leads service review meetings to ensure customer satisfaction and SLAs are being met.
- Conducts bid analysis and deal execution, ensuring to buy, sell and renegotiate/renew contracts at best prices.

- Key role in developing the team: conducting appraisals, one-to-ones, training and mentoring.
- Sales and promotion of disposables along with demonstration of equipment's.
- Participate in pre-bid meeting, technical specs & offer preparations.
- Arrange advance EUS/ERCP therapeutic workshops and hands-on training sections in collaboration with international faculty.
- Meeting's with KOL's for future planning of workshop's and new launching of therapeutic short courses.

Workshops/Trainings:

- *Pakistan Society of Gastroenterology (PSG Conference)* 2nd to 6th March, 2016 in Pearl continental, Rawalpindi.
- *International Conference on Patient Safety*, Air university 6th February, 2017 in Islamabad.
- *Pakistan Society of Gastroenterology (PSG Conference)* 9th to 11th March, 2017 in Pearl continental, Karachi.
- *Gastro-Intestinal Segment Training Program* (Pentax Medical) 23rd to 26th July, 2017 in Bangkok, Thailand.
- *Colonoscopy hands-on training* 8th to 10th October, 2017 in Lady Reading Hospital, Peshawar
- *Pakistan Society for the Study of Liver Diseases (PSSLD) 11th Annual EUS training sections & meeting* 7th to 8th December, 2017 in Quaid-e-Azam International Hospital, Islamabad.
- *APICON* 14th to 16th October, 2017 in Pearl continental Bhurban, Murree
- *Pakistan Society of Gastroenterology (PSG Conference)* 22nd to 25th February, 2018 in Pearl continental, Lahore.
- *Endoscopic Ultrasound System (EUS) Workshop* 4th to 6th May, 2018 in District Headquarter Hospital, Gujranwala.
- *CHESTCON Conference* 22nd to 25th March, 2018 in Peshawar.
- *Pakistan 1st EUS Workshop in collaboration with Kansas City, USA (Dr. Jaffari)* 4th August, 2018 in Pakistan Institute of Medical Sciences, Islamabad
- *Pakistan 1st EUS Workshop in collaboration with Kansas City, USA (Dr. Jaffari)* 5th August, 2018 in Shifa International Hospital, Islamabad
- *Pakistan 1st EUS Workshop in collaboration with Kansas City, USA (Dr. Jaffari)* 6th to 7th August, 2018 in Military Hospital, Rawalpindi
- *Non-invasive Liver Fibrosis workshop (Fibro-Touch)* 29th October, 2018 in Pakistan Institute of Medical Sciences, Islamabad
- *Non-invasive Liver Fibrosis workshop (Fibro-Touch)* 30th October, 2018 in Ayub Teaching Hospital, Abbottabad
- *Non-invasive Liver Fibrosis workshop (Fibro-Touch)* 31st October, 2018 in Hayatabad Medical Complex, Peshawar
- *Non-invasive Liver Fibrosis workshop (Fibro-Touch)* 2nd November, 2018 in Fouji Foundation Hospital & Medical College, Rawalpindi.
- *Non-invasive Liver Fibrosis workshop (Fibro-Touch)* 3rd November, 2018 in Holy Family Hospital, Rawalpindi.
- *Bronchoscopy Diagnostic and Therapeutic workshop* 17th to 20th June, 2019 in Bharia Hospital, Islamabad.
- *Endoscopic Ultrasound (EUS) workshop* 14th July to 22nd July, 2019 in King Chulalongkorn Memorial Hospital, Bangkok, Thailand.

April/2015 - June/2015

Trainee Pharmacist at Shifa International Hospital, Islamabad, Pakistan:

Core Responsibilities:

- Working in In-patient pharmacy Maintaining optimum storage/safety requirements for drugs & supplies that includes stock kits, crash cart management, stat order and modified unit dose drug dispensing.
- Patient education, demonstration of devices, vaccine dispensing & other specialized products.
- Mixing & dispensing in most ready to use form of chemo drugs including IV, IT, PO and other routes in biological safety cabinet.
- Prescription reading/Compounding of a wide array of non-sterile and sterile products such as ointment, creams, lotions, syrups, capsules, injectable, irrigation solution, eye preparations & TPN (patient wise) under horizontal laminar flow hoods as per USP 797/800 guidelines.
- Provision of drug & poison management information to healthcare professionals, making drug evaluation monographs for formulary addition/deletion.
- Multidisciplinary clinical rounds in key high risk wards (ICU, Oncology, Transplant and Peds) and rectifying drug related problems, ADR tracking and reporting trend analysis.

EDUCATION:

22nd November/2016 - 30th August/2019

M.Phil. Pharmaceutical sciences

Riphah International University, Islamabad.

2nd December/2009 - 14th January/2015

Pharm.D (Doctor of Pharmacy)

Hamdard University, Islamabad.

January/2007 - August/2009

Intermediate (F.Sc)

Leadership College, Sialkot.

February/2004 - August/2006

Matriculation (SSC)

City Public High School, Sialkot.

SOFTWARE:

Microsoft Office (PowerPoint, Word, Excel and Outlook), CRM and ERP systems.

PERSONAL INTERESTS:

Parasailing, mountain climbing, travelling and mountain biking.