

CURRICULUM VITEA**MUHAMMAD SULEMAN OLA**

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**CAREER OBJECTIVES**

To follow a career in an honorable based organization, where I can achieve my goal successfully by utilizing my efficiencies with harmonize my skills according to organization`s view.

ACADEMIC QUALIFICATON

- 2022 - Master in Business Administration (MBA) from IQRA University Karachi.
Major: Marketing
- 2011 - Bachelor Degree (B.COM) from Collage of Commerce & Economics Karachi.
Major: Commerce
- 2009 - Higher Secondary Education (I.COM) from Board of Intermediate Education Karachi.
Major: Commerce
- 2005 - Secondary Education (Matriculation) from Board of Secondary Education Karachi.
Major: Computer Science

PROFESSIONAL EXPERIENCES

2016 – Present	Senior Products Specialist (Arthroplasty South Region) – Muller & Phipps Pakistan Pvt Ltd.
(April – Conti)	Principle: Johnson & Johnson DepuySynthes

Responsibilities:

Convert Leading surgeons to DepuySynthes from competitors.
 Analysis sales strategies, competition tactics, retain customers with Depuy.
 Targeted based sales working focusing on KOL`s.
 Advance reconstruction cases planning`s & preparations.
 Build professional relation with surgeons, assistants & OR team.
 Support to enhancing ProfEd to medical professionals with our systems.
 Technically assist procedures of entire arthroplasty implants.
 Sales developments & follow ups routinely to ensure that product comparative analysis.
 Increase business opportunities, market size by promotions of awareness.
 Build surgeon confidence & comforts with our implants.
 Launching & promotions of newly added products.
 Sales strategies & analysis of market competitions.
 Convert leading surgeons from competitors.

2013 – 2016 Products Specialist (Arthroplasty) – Rech International.

(June – April)

Principles: United Orthopedics Corporation
 Waldemar Link
 Implant Cast
 Tipmed Medical
 Evolutis
 G-21 S.R.I
 OSRON

Responsibilities:

New surgeon's development & conversion for arthroplasty & post-operative follow ups about products.

Work for surgeons confidence & comfort with our implants.

Technically assist surgeons during procedure.

Assist on procedures of Secondary implants or revision of Knee & hip replacements as tumor prosthesis hinge knee, proximal femur replacements.

Manage events, workshops & seminar's about professional education.

Convey our client's line to upgradtions in implants & instruments & also inventions from principle side.

New launching of several arthroplasty Implants added in our product line.

2012 – 2013**Sales Promotion Officer – Ali Gohar& Company Pvt Ltd.**

(Oct – June)

Principle: ZIMMER Pte Ltd
 BARD MEDICAL

Responsibilities:

Assist orthopedic surgeons in operating room as a technical specialist.

Interaction with surgeons and nurses in the operating room.

Support sales & marketing team south.

Manage payments, sales operations & services.

Additional responsibility of sales & distribution business of **BARD MEDICAL**.

Promotional activities for new launching's in Pakistan.

2010 – 2012**Sales Promotion Officer – Ali Gohar& Company Pvt Ltd.**

(Dec – Oct)

Principle: Johnson & Johnson – DepuySynthes

Responsibilities:

Managing sales and distribution business.

Interaction with surgeons and nurses for surgeries planning's & co-ordination with (Johnsons & Johnsons - DepuySynthes) south sales team.

Co-ordination with supply chain system for maintains level of inventory.

Support in promotional activities, events, workshops, seminars, demonstration & live surgeries.

Participation in Newly Added Product Launchings.

- 2018 – (Attune Knee) Johnsons & Johnsons DepuySynthes
- 2017 – (MBT Thick Tray) Johnsons & Johnsons DepuySynthes
- 2017 – (Limb Preservation System) Johnsons & Johnsons DepuySynthes
- 2016 – (S-Rom Hinge Knee) Johnsons & Johnsons DepuySynthes
- 2016 – (TC3 MBT) Johnsons & Johnsons DepuySynthes
- 2015 – (Mega System – C) Waldemar LINK
- 2014 – (Endo Model – M) Waldemar LINK
- 2013 – (Agilon) Implant Cast
- 2013 – (Combi Cup R) Waldemar LINK
- 2012 – (TC 3) Johnsons & Johnsons DepuySynthes
- 2011 – (Sigma HP Instrumentation) Johnsons & Johnsons DepuySynthes

Achievements

- **Total Femur, Tumor Implants, Reverse Shoulder** (newly added) assist to leading surgeon`s in Karachi.
- **Depuy Pinnacle Revision first surgery** all over the Pakistan independently assist to a **Leading surgeon in NMC**.
- New launching of several implants in Pakistan.
- Expertise in TKA, THA, Tumor Implants, Segmental Implants, Reverse Shoulder & Elbow Implants and instrumentation.
- **(Agilon by Implant Cast)** Launchings & assist first **Reverse shoulder** arthroplasty in Pakistan.

Assisting Surgeries

- **Knee Replacement:** Attune, Sigma PFC, Sigma RPF, PFC Wedges, HP Instruments, Nex Gen LPS, Nex Gen LPS Flex, NexGen Gender, U2 Knee, U2 PSA, Endo Model – M, Mega system – C.
- **Hip Replacement:** C-Stem Primary, Pinnacle COM/COC/MOP, Duraloc, Trilogly, Versys, U2 Hip, U Motion II, Combi Cup R, PFR Wager (S2).
- **Tumor, RHK, Limb Preservation & Complex Primary:** TC3, S-ROM, LPS, Distal Femur, Prox. Tibia, Total Femur, Mid Shaft, Custom made implants.
- **Shoulder Replacement:** Evolutis Unic Total Shoulder, Evolutis Unic Hemi Shoulder, Agilon Reverse Shoulder.

Assisting Surgeons

- Prof. M. Umar
- Prof. Shahid Noor
- Prof. Muratib Ali
- Prof. Anees-ud-Din Bhatti
- Prof. Ameen Chinoy
- Dr. Perwez Hashmi
- Dr. Riaz Lakdawala
- Dr. Mujahid Jameel
- Dr. Zaki Iddress
- Dr. Imtiaz Hashmi
- Dr. Tayyab Asim
- Dr. Nasir Ahmed
- Dr. Imran Ali Shah
- Dr. Shohab Haider Sheikh
- Other more than 50 surgeons in south.

Trainings

- 2019 HealthCare Compliance training from Johnsons & Johnsons.
- 2018 Attune by Johnsons & Johnsons DepuySynthes completes products training.
- 2018 HealthCare Compliance training from Johnsons & Johnsons.
- 2017 Johnsons & Johnsons DepuySynthes completes Revision portfolio products training.
- 2016 Johnsons & Johnsons DepuySynthes completes products training.
- 2013 Zimmer Orthopedics completes products training.
- 2011 First line leadership with Ali Gohar & Company (Pvt) Ltd from Invictus training solutions.
- 2011 Instruments orientations with J&J Pakistan (Pvt) Ltd in field.
- 2010 Instruments Technicalities with J&J Pakistan (Pvt) Ltd in field.

Skills & Expertise:

- Business Development & Competition activities.
- Market Survey & Analysis on current market situations.
- Sales Forecasting & Promotional Deals for KOL's.
- Monthly Business Planning's.
- Sales and Distribution Operation.
- Manage Promotional Activities.
- ProfEd Event Management.
- Hands On Workshop, Seminars, Live Surgeries Manage.
- Assist Surgeons in Operating Room.

Language

- Gujarati (Excellent) Mother tongue
- English (Good)
- Urdu (Better)
- Known other local languages

Bio Data

- S/O : Muhammad Yousuf
- D.O.B : 09, December, 1989
- Male : Male
- Nationality : Pakistan
- Place of Birth : Karachi
- Religion : Islam
- Marital Status : Married
- Mother Tongue: Gujarati