



UMAR ZAQIR

Sales Manager/Senior Sales Executive

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PROFESSIONAL SUMMARY

Results-driven sales and business development professional with extensive experience in driving market growth, leading product launches, and delivering high-impact training programs. Proven track record in exceeding performance metrics, fostering strategic partnerships, and enhancing sales effectiveness through comprehensive training initiatives. Adept at collaborating with cross-functional teams to optimize business processes and achieve organizational goal

CORE COMPETENCIES

Market Research

Product Development & Training Facilitation

Sales Strategy & Market Expansion

Budgeting & Forecasting

Business Development & Partnership Growth

Cross Functional Collaboration

EXPERIENCE

SENIOR BUSINESS EXECUTIVE HD, Johor

Fresenius Medical Care, Malaysia, August 2021-Present

- Led sales and business development for 150+ accounts in Johor’s haemodialysis industry, achieving 49% growth in asset sales and 8% in consumables for 2023
- Collaborate with colleagues from Marketing, Medical, and Technical to maximize the sales of FMC products
- Provide in-depth product training covering features, unique selling points, and competitive aspects.
- Demonstrate urgency and agility in adapting to market dynamics.
- Analyzed sales data to improve strategies, resulting in 113% sales growth in Q1 2025 and a surplus of MYR 353k.
- Awarded as 'Best Asset Sales' in FY2021 and Excellence Award for Q4 2021, Q3 2023 & Q4 2024 in recognition of outstanding sales achievement.

SALES MANAGER, Petaling Jaya

Compai Healthcare Sdn. Bhd., April 2018-July 2021

- Led sales and marketing strategies for innovative therapies, exceeding FY2020 targets by 118%
- Delivered product and sales training for sales team, & HCP’s to improving market penetration and customer adoption
- Collaborated on developing sales and marketing strategies for new innovative therapy
- Conducted market research to strengthen product positioning and messaging, securing listings in Pharmaserv, Pantai Hospitals, and key government hospitals
- Established solid relationships with key opinion leaders in Haematology, O&G, Internal Medicine, Surgeons, and key accounts, delivering exceptional customer service and support.

- Achieved 3 KPKs listing of Major Government Hospitals in the East Coast region.

SENIOR SALES EXECUTIVE, East Coast

CSL Vifor Pharma, Malaysia, July 2012-March 2018

- Raised awareness of Iron Deficiency Disease and increased demand for IV/Oral Iron among O&G, Paediatrician, Haematologist, Surgeons, Oncologist, and Family Medicine specialists.
- Conducted activities to support product listing in hospitals/institutes to ensure satisfaction and sustainability of the business
- Drove sales growth from MYR 1M (2012) to MYR 6.2M (2016) by expanding IV Iron usage in multisector markets.
- Recognized as 'Top Sales Achiever' (2015, 2016) for exceptional performance.

MEDICAL PRODUCT SPECIALIST, East Coast

Servier Malaysia, September 2010-April 2012

- Promoted Diabetes & Hypertension drugs in the Private sector especially in GPs and Retail Pharmacies
- Executed quality calls, promotional activities, and Continuous Medical Education (CME) in accordance with the Company's policies
- Consistently achieved bimonthly sales budget, by managing and building a strong relationship with new and existing HCPs.

MEDICAL REPRESENTATIVE, Kelantan & Terengganu

Glenmark Pharmaceutical, Malaysia, January 2010-August 2010

- Promoted dermatological and antibiotic products to GPs and retail pharmacies
- Conducted sales activities which include monitoring and attending sales calls to new and existing HCPs.

CHEMIST, Klang

Crop Protection Sdn Bhd, September 2007-August 2009

- Carried out lab analysis, in process and end products
- Maintained, developed, and improved the quality of existing products
- Handled new formulation of raw materials and developed R&D tests to ensure its cost-effectiveness
- Responsible for KPIs and being one of the leading personnel in the lab to emphasize the quality and speed of tasks within the time frame
- Contacted and liaised with suppliers in terms of purchased lab apparatus, instruments & chemicals.

EDUCATION

BACHELOR OF APPLIED SCIENCE (HONS) IN APPLIED CHEMISTRY, Shah Alam

MARA University of Technology, Malaysia, July 2007

CERTIFICATION IN SCIENCE BIOLOGY, Malacca

Malacca Matriculation College, April 2004

AWARDS

- Best Asset Sales 2021
- Top Sales Achiever 2015
- Top Sales Achiever 2016
- Achiever Award for New Accounts by Area 2010/2011