

# ANIF ABDUL KAHAR

SENIOR  
PHARMACEUTICAL  
EXECUTIVE



016-7219204



anifabdkahar@gmail.com



Bandar Tiram, Johor

Dear Mr./Ms.,

I write in response to your ad seeking related position for your company. As a highly competent Sales Executive, I would bring service-focused and hard working attitude to this role.

I'm sales-oriented professional with expertise in maintaining client relationship management, customer satisfaction and retention, which representing the company professionally, in various sales trade with the customer.

As someone who has experience in sales, retail, and medical field for 14 years. I believe it will be the main advantage for me, and also for the benefit of the company.

Please find attached resume for your review.

Thank you for your consideration.

Anif Abdul Kahar



# ANIF ABDUL KAHAR

SENIOR  
PHARMACEUTICAL  
EXECUTIVE

## SKILLS

- Communication Skill
- Strategic Sales Skill
- Expertise in Client-Cooperate relationship management
- Strategic Sales Skill
- Self Management

## PROFILE

Having experienced 14 years involving and evolving in Pharmaceutical industry; in both sales and medical sectors, I am motivated to constantly improve my skills and grow professionally in the field.

I am seeking to apply and make full use of the knowledge and abilities that I gained over the 14 years course to benefit both me and the company.

## EXPERIENCE

**OCT 24' | CAMBER LABORATORIES**  
Senior Pharmaceutical Executive

**MAY 21'- OCT 24' | EP PLUS GROUP**  
Senior Pharmaceutical Executive




**NOV 19'- APR 21' | ZUELLIG PHARMA**  
Senior Pharmaceutical Executive

**JUNE 18'-NOV 21' | FISHER SCIENTIFIC**  
Senior Pharmaceutical Executive

**MARCH 11'-JUNE 18' | PFIZER**  
Sales Executive

**AUG 09'-FEB 11' | GATELINK  
COMMUNICATION**  
Branch Head

## CONTACT

-  0167219204
-  anifabdkahar@gmail.com
-  Bandar Tiram, Johor

**| CAMBER LABORATORIES**

Senior Pharmaceutical Executive

- **Promote Oncology and Hematology products** (Letero, Aromatt, Afatin, Linadex, Gemtero, Bortero and Imatero) to various specialties in Private and Government Hospitals in Johor, Melaka and Negeri Sembilan covering Oncologist, Hematologist, selected Chest Physician, Breast Surgeons and O&G Consultants (Fertility)
- Manage to submit Afatin 40mg to Pantai Hospital Ayer Keroh through Dr Joel Gabriel Nonis (Oncologist) for drug list in
- Manage to submit 3 drugs to be list in (Letero, Aromatt and Gemtero) to replace existing drugs for January drug meeting for KPJ Johor Specialist through Dr Natasha binti Mohd Hashim (Oncologist). Letero and Aromatt successful for list in.
- Manage to secure panel suppliers for Tunku Laksamana Johor Cancer Foundation (TLJCF) for 2025. This foundation is funding drugs and medication for cancer patients through various MOH Hospitals in Johor.
- Manage to penetrate the new account for Victory IVF Fertility centre in JB and switch existing brand to Letero.
- Manage to switch existing brand to Letero for Kensington Green Specialist through Dr William Hoo and Dr Sharifah Najwa (O&G) Fertility
- Manage to switch existing brand to Letero for TMC Fertility Centre (Dr Surinder), Regency Specialist (Dr Thokha) and Faizal Women Specialist Clinic (Dr Faizal)
- Manage to list in Aromatt in Kempas Medical Centre (Dr Chia Chee Fah)
- Manage to submit 3 drugs to be list in (Afatin, Letero and Aromatt ) for January drug meeting for Mahkota Medical Centre, Melaka through Dr Haryani (Oncologist) and Dr Sanjeev (Oncologist). Afatin and Aromatt successful for list in.



A Subsidiary of **HETERO**

**| EP PLUS GROUP**

Senior Pharmaceutical Executive

- **Promote Neuro (Dysport 300 and 500), Gastro (Fortrans, Forlax and Meteospasmyl) and Antibiotic (Monurol)** to various specialties in Government Hospitals in Johor, Melaka and Negeri Sembilan covering Physician, Neurologist, Rehab Specialist, Urologist, O&G Consultant & Surgeon.
- Manage to hit QTD 2 with 151% and 142% YTD and manage to hit QTD 1 with 153% in total sales in 2024.
- Manage to hit QTD 1 and QTD 3 sales in 2023 with 114% and 101% respectively.
- Manage to hit 92% YTD in 2023
- Manage to hit 110% for Fortrans in 2023 with 8% growth (Best Product Award)
- Manage to secure 1-year and a half contract for Pusat Rehabilitasi Perkeso Melaka from Dec 2023 to May 2025 for 500 vials of Dysport 500 worth RM800000
- Manage to secure Lampiran Q purchase (worth >50k) for Hosp Sultan Ismail for both Dysport 300 and 500 starting 2024.
- Manage to hit 132% YTD in 2022 with 50% growth vs 2021 sales
- Manage to hit 172% for main product, Dysport 500 in 2022 with 89% growth vs 2021 sales (Best Product Award)
- Manage to hit 120% for Fortrans sales in 2022 with 50% growth vs 2021 sales
- Manage to list in Monurol in hospital formulary in Hospital Tuanku Jaafar, Seremban in 2022 (new listing)

## JOB DESCRIPTION & ACHIEVEMENT

### | ZEULLIG PHARMA SDN BHD

Senior Pharmaceutical Executive

- **Promote Meronem (Original Meropenem)** - antibiotic for Severe Infection to various specialties in Private Hospitals in Johor - Physician (Nephrologist and Cardiologist), Paediatrics, Surgeon & Anesthetist )
- Manage to hit 105% in Q1 2021 with 2% growth vs Q1 2020
- Manage to hit 134% in Q1 2020 with 54% growth vs Q1 2019
- Manage to get 80% in sales with 7% growth in Q2 2020 vs Q2 2019 despite MCO and Covid 19 issue.
- Manage to hit 100% vs target in the month of July 2020.
- Gain back Meronem sales in KPJ Bandar Maharani with 37k sales in 2020 vs 0 sales in 2019
- Gain back Meronem market share in Pantai Batu Pahat vs generic
- Gain new sales order from new hospital : Columbia Asia Tebrau (43k in 2020) and KPJ Batu Pahat ( 7k in 2020)

## JOB DESCRIPTION & ACHIEVEMENT

### | FISHER SCIENTIFIC SDN BHD

Senior Pharmaceutical Executive

- **Promote Fisher Scientific and Thermo Fisher Scientific range of products (Lab Equipment, Lab Consumables, Chemicals and Chromatography Consumables) to Government (UTM, MKA JB, UTHM, Jabatan Kimia Malaysia Johor) Institution & Private Companies (Oleo Chemicals, Food and Beverage, Pharmaceutical, Semi-con) in Johor area.**
- Manage to sell one unit of high shear mixer at UTM in first 3 month working.
- Manage to get first order of Chemical from IOI Pan Century Oleo Chemical in Pasir Gudang
- Manage key accounts customer in Johor such as PGEO, Bunge Lodders Crocklaan Oils, Barry Callebaut, CIBA Vision, Rikevita, IOI Pan Century, Felda Iffco and Carotino Sdn Bhd
- Manage to secure 4 centrifuges sales for one customer (Cytomed Therapeutic (M) Sdn Bhd) worth of RM134k (single order) in Quarter 1 of 2019.
- Manage to get RM700k of sales for the first quarter of 2019 (Achieve 134% vs Quarter 1 target)

## JOB DESCRIPTION & ACHIEVEMENT

### | PFIZER (MALAYSIA) SDN BHD

Sales Executive

- **Promote Pfizer range of products (Antibiotics, Cardiovascular, Urology, His and Her Health, Ophthalmic and Central Nervous System (CNS) drugs to Government & Private Hospitals and district Health Clinics through normal orders, government tenders and Local Purchase Order (LPO). Sell products namely Lipitor, Unasyn (for Diabetic Foot Infection), Sulperazon, Detrusitol, Noriday, Xalatan and Pristiq**
- Best Team Award 2017 (whole Malaysia) 2) Best Team Award 2014 (whole Malaysia) 3) Product Champion (Oral Contraceptive) 2014
- Long Service Award (5 Years) – National Sales Conference 2016
- Manage to hit 170% for total sales in Q1, 130% for Q2, 117% for Q3 and 119% for Q4 respectively with strong YTD of 134% in 2017 with strong growth for main products – Detrusitol (47%) and Hemabate.(56%)
- Manage to hit 100% for Detrusitol sales in 2016 with 20% growth vs 2015 sales despite GH budget issue. One of the main contributors for sales is Hospital Sultanah Aminah.
- Manage to hit 120% for Noriday sales in 2016 with 57% growth vs 2015 due to a lot of activities done (e.g Video Shows in PKD) from 2H 2015 and carry forward to Q1 and Q2 2016.
- Build a good rapport with Health Care Professionals in Government as well as with FMS in District Health Clinics. Meet individual and team sales target every quarter Do daily and monthly report on call reports and sales performances.
- Be accountable in establishing Compliance Culture and adhere to Adverse Event Reporting and Product Complaints timeline.



## EDUCATION

### 1999 | UNIVERSITY SAINS MALAYSIA

- Bachelor's Degree in Biology
- Major : Zoology
- CGPA : 2.68/4.00

### 1999 | KOLEJ MATRIKULASI PULAU PINANG

- Higher Secondary/STPM/"A" Level/Pre-U in Biology
- Major : Biology
- CGPA : 3.03/4.00

## LANGUAGES

### BAHASA MALAYSIA

**SPOKEN** 10

**WRITTEN** 10

### ENGLISH

**SPOKEN** 8

**WRITTEN** 8

### Jobstreet English Language Assessment (JELA)


- Date Taken : JAN 2011
- Score : 35/40

## REFERENCES


Cody Lim  
**Camber Laboratories** | Manager

 012-4670567

Chan Chee Choong  
**Viatrix** | Senior Manager

 012-316 3789

Amilia Sharni Arshad  
**Bayer** | Manager

 012-4255499

Vera Tan  
**Pfizer (M)** | Area Business Manager

 019-209 8908