Usama Mushtaq

Specialty: Ortho, Paeds, Derma

Pharm. D | Medical Sales & Product Specialist



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PROFESSIONAL PROFILE

Pharm. D graduate with experience across pharmaceutical promotion, medical sales, diagnostic laboratory equipment, and healthcare account management. Skilled in building relationships with healthcare professionals, developing territories, supporting product availability, and achieving sales objectives.

PROFESSIONAL EXPERIENCE

Product Specialist — Riomed Medical Supplies, Dubai | Jun 2026 – Present

- Promote Sedase 10 mg (serratiopeptidase), D Vitoo (vitamin D3) and Scabiderm (permethrin) across Dubai and Sharjah.
- Manage key accounts including Prime, Medcare, Zia Medical Centre and Emirates European Hospital.
- Maintain regular engagement with healthcare professionals and pharmacy teams to support prescriptions and product availability.
- Improved product stock availability at key pharmacies and secured prescription agreements with five specialists.

Sales Executive — Trivitron Healthcare Middle East, Deira, Dubai | Oct 2025 – Jun 2026

- Generated inquiries from diagnostic laboratories for CBC, biochemistry, immunoassay, blood gas and related instruments.
- Worked with product lines including Roche, Dakewe (histology), Biosytech (cytology), Teco (blood gas) and other laboratory equipment.
- Covered Dubai accounts including Saudi German Hospital, Fakeeh University Hospital, Canadian Specialist Hospital, Grand Infinity Medical Centre and Medcare.
- Built relationships with laboratory directors and managers and presented contract options for multi-year requirements.

Sales Executive — OxyMed Medical & Laboratory Equipment Trading LLC, Dubai | Oct 2024 – Sep 2025

- Generated sales opportunities with medical centres, dental and aesthetic clinics, schools and high schools.
- Developed new and repeat clients across Dubai and Sharjah, maintained CRM records and worked toward monthly sales targets.
- Portfolio included medical and surgical consumables, crash-cart-related devices, analytical glassware, chemicals, reagents, water baths, centrifuges, incubators, mixers and ovens.

Sales Manager — City Walk Real Estate, Ajman | Dec 2023 – Oct 2024

- Worked in real estate sales and client relationship management.

Medical Representative, Oncology — Ferozsons Laboratories Ltd, Pakistan | Feb 2021 – Sep 2023

- Maintained productive relationships with key customers and developed new customers for ethical growth of the oncology segment.
- Managed customer relationships across Lahore, Faisalabad, Gujranwala and Sargodha.

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Professional Experience (continued)

Medical Sales Officer, Neuropsychiatry — Barrett Hodgson Pvt. Ltd., Pakistan | Jul 2019 – Jan 2021

- Promoted neuro-cardiac and psychiatry products in hospitals and private clinics.
- Built professional relationships with doctors in neurology, cardiology, psychiatry and diabetes departments.

Quality Assurance Officer (Trainee) — CCL Pharmaceuticals, Pakistan | Dec 2018 – Jul 2019

- Supported development and implementation of in-house quality procedures, standards and specifications.
- Helped ensure oral solid dosage manufacturing complied with GMP and WHO standards.

EDUCATION

Doctor of Pharmacy (Pharm. D) — University of the Punjab, Lahore, Pakistan | 2012–2019 | First Division

High School — Faisalabad, Pakistan | 2012 | A+ Grade

Secondary School — Faisalabad, Pakistan | 2010 | A+ Grade

CORE SKILLS

Pharmaceutical product promotion • Healthcare professional relationship management • Key account management • Territory development • Business development • Customer relationship management (CRM) • Sales negotiation • Microsoft Excel, Word and PowerPoint • Product research in the UAE market

LANGUAGES

English, Urdu and Hindi

ACHIEVEMENTS

- Recognized for monthly and quarterly sales target achievement at Ferozsons Laboratories and Barrett Hodgson.
- Awarded a five-day Istanbul, Turkey tour through Ferozsons Laboratories (Oncology Division).
- Won Best Detailing Competition at Ferozsons annual sales conferences.
- Won the medical quiz competition three times at Barrett Hodgson quarterly sales conferences.
- Maintained a top-three ranking during educational career and participated in university debate competitions.

References available upon request.