

## AT A GLANCE

**Present address:** Flat-A3, 19/2,  
Babar Road,  
Mohammadpur, Dhaka-1207.  
Cell No: **01534-906-240**.  
E-mail: **faisal.fwc@gmail.com**

LinkedIn profile:

<https://www.linkedin.com/in/faisal-wahid-b6445642/>

### Experience:

Assistant Manager, International  
Marketing,  
Opsonin Pharma Limited.

### Previous Employments:

- The ACME Laboratories Ltd.  
(International Business).
- Square Pharmaceuticals Ltd.  
(Production Planning and  
Inventory Control),
- Incepta Pharmaceuticals  
Ltd. (Quality Control).

Total Job experience: 10+ years

### Education:

- MBA, IBA, University of  
Dhaka,
- M. Pharm, UAP.

### Major Professional skills:

- Business Communication
- Marketing
- Branding
- Global Pharma Trade
- Team Work
- Regulatory Affairs

### Other Skills:

- Photoshop
- Video Presentation

# Faisal Wahid Chowdhury

Pharma Marketing (Global) Professional

### **Objective:**

Quest for an innovative, hard-earned, result  
Oriented responsibility of any sorts best  
suited to my qualification; particularly for  
global business development and operations.



## EXPLORING PROFESSIONAL GROUNDS:

### OCCUPATIONAL HISTORY:

-- Have been working as an Assistant Manager & In-Charge,  
International Marketing at Opsonin Pharma Limited since 03  
April 2017.

### Responsibilities & learning:

- \* Leading export operations team
- \* Conducting business development and negotiations
- \* Finalizing business agreement, renewal and/or  
novation of contract.
- \* OPEX and CAPEX budgeting of the department for  
next financial year as a part of business plan preparation.
- \* Setting up strategic management and action plans at  
shorter cycles in accordance.
- \* Imparting regulatory insights and then internalizing  
with the current business flow in order to build a robust  
business structure at all aspects.
- \* Devising plans/ programs and communicate  
promotional tools with buyers to help building a strong  
portfolio.
- \* Reviewing of existing business accounts (countries  
& agents) and make corrective actions where necessary.
- \* Exploring ways to reach new business channels.
- \* Reviewing of peer group activities
- \* Inter-departmental communication and follow-up  
and problem handling
- \* Identifying process back-logs and rectifying the  
system by modification or new procedure implementation.
- \* Following-up of ongoing duties and responsibilities  
of individuals for-

- Continuous collaboration with importers in foreign countries to achieve target sales from existing markets,
- Communication and rapport build-up with group of importers in pursuit of new regional market development,
- Conducting export shipment of medicines to designated countries,
- Necessary documentation for export operation in liaison with Commercial & Accounts Department,
- Updating regulatory documents and other requirements in connection with regulatory affairs,
- Regulatory documentation compilation for exportable medicines' registration at foreign countries,
- Developing packaging materials and/or branding of medicine according to regional requirements
- Developing promotional literatures for foreign market as per demand
- Prepare budget for relevant purchase, promotion and other business-related expenditures,
- Frequent follow-up (with internal & external customers/ stakeholders) of all activities in respect to export market.

## PREVIOUS EMPLOYMENTS:

-- Worked as Assistant Manager, International Business Division at The ACME Laboratories Ltd. From 01 January, 2016 to 30 March 2017.

--Worked as a Senior Executive, International Business at The ACME Laboratories Ltd. since 01 January, 2014 to 31 December, 2015.

-- Worked as an Executive, Brand Management-International Business at The ACME Laboratories Ltd. since 13 October, 2011 to 31 December, 2013.

-- Worked as an Executive, Production Planning and Inventory Control at Square Pharmaceuticals Ltd. since 12 July 2011 to 5 October 2011.

-- Worked as a Quality control officer (Finished product analysis) at Incepta Pharmaceuticals Ltd. since 3 August 2009 to 3 August 2010.

## PROFESSIONAL TRAININGS:

- Training on narcotic & psychotropic products and the impact on online business (Attended on July 2017; arranged by Department of Narcotic Control, Bangladesh).

*Trainer:*

Prabhjeet Singh Gulati (I.R.S.)

Project Coordinator, Regional Drug Control Project

United Nations Office on Drugs & Crime (Regional office for South Asia).

- Training on CTD and eCTD Dossier Submission (attended on October 2017 in Bangkok).

*Trainer:*

Mr. Saravanan Muthiah,

Consultant, Synergist Therapeutic Pvt Limited, Ahmedabad, India.

## SEMINAR/ WORKSHOPS:

- Actively attended Workshop on “Hands on practice on submission of the applications for pharmaceuticals” after inauguration of Pharmadex Software for local CTD submission. Venue: Directorate General of Drug Administration, Dhaka on July 2017.
- Was present at “Bilateral Trade Meeting” in presence of Vice Chairman, Qatar Chamber [As a part of “Meet Bangladesh Program” arranged by Embassy of Bangladesh in Qatar on October 2017].
- Attended a discussion on “Regulatory matters” with Dr. Ahmed Mohammed Hussein Babiker, Head of Registration and Drugs Pricing Section, Pharmacy and Drug Control (PDC) at the Ministry of Public Health [As a part of “Meet Bangladesh Program” arranged by Embassy of Bangladesh in Qatar on October 2017].
- Attended Bangladesh- Qatar Business & Investment Opportunities Discussion arranged by Doha Bank, Qatar on October 2017. (Presided by Dr. Raghavan Seetharaman, Group CEO, Doha Bank, Qatar).
- Participated in the seminar and round table discussion as a highlight on announcement made by honorable Prime Minister of Bangladesh as “Pharmaceutical items to be the product of the year- 2018” on January 2018.

## OCCUPATIONAL EVENTS:

- Involved in the participation at “Medical Fair” arranged by Myanmar Medical Association (MMA) on January 2020.
- Involved in the participation at “Bhutan Medical Expo” arranged by Bhutan Chamber of Commerce and Industry (BCCI) twice in 2018 & 2019.
- Conducted product trainings for field force to –
  - ✓ Radiance Pharma in Kenya
  - ✓ Model Pharma Limited in Myanmar
  - ✓ Memesco Co. Limited in Laos
- Experienced GMP inspection led by Yemen Supreme Board of Drugs and Medical Appliances at Opsonin’s manufacturing site.
- Experienced mock/ trial GMP audit conducted by Syrian regulatory expert at Opsonin’s manufacturing site.
- Moderated sales-force training/ session on “Pharmaceutical Product Knowledge” for “Mega Pharma Limited” in Colombo, Sri Lanka.
- Conducted customer visit for “Business relevant negotiations” and field force training for “UNISEL (K) Limited” in Nairobi, Kenya.
- Experienced handling foreign auditors from following Regulatory bodies (while at ACME):
  - ✓ Pharmacy & Poisons Board (PPB), Kenya
  - ✓ Tanzania Food & Drugs Authority (TFDA), Tanzania
  - ✓ National Agency for Food & Drug Administration and Control (NAFDAC), Nigeria.

## PHARMACY COUNCIL REGISTRATION:

“A Grade Pharmacist” (Registration # A-3830) accredited by the Pharmacy Council of Bangladesh.

## IN-PLANT TRAINING:

4-Week In-Plant Training at Incepta Pharmaceuticals Ltd  
(Duration: From 3 May, 2009 to 30 May 2009).

## EDUCATION:

### 1. MBA

Major in Marketing & Human Resources  
Institute of Business Administration (IBA),  
The University of Dhaka  
cGPA- 3.05 (Out of 4);  
Year: 2018.

### 2. MS in Pharmaceutical Technology

University of Asia Pacific  
cGPA- 3.60 (Out of 4);  
Year: 2011.

### 3. Bachelor of Pharmacy (B. Pharm)

University of Asia Pacific  
cGPA- 3.55 (Out of 4); Year: 2009.

### 4. Higher Secondary School Certificate (HSC)

Govt. Science College, Dhaka  
Group- Science, GPA- 4.20 (Out of 5)  
Board-Dhaka, Year-2004.

### 5. Secondary School Certificate (SSC)

Mohammadpur Govt. High School, Dhaka  
Group- Science, GPA- 4.75 (Out of 5)  
Board- Dhaka, Year-2002.

## RESEARCH PUBLICATION:

Research Article titled as- “EFFECT OF DIFFERENT POLYMERS AND STORAGE TEMPERATURE ON DRUG RELEASE FROM SALBUTAMOL SULPHATE LOADED MICROSPHERES PREPARED BY USING W/O EMULSION SOLVENT EVAPORATION TECHNIQUE”

On

*INTERNATIONAL JOURNAL OF PHARMACEUTICAL RESEARCH AND BIO-SCIENCE: IJPRBS, 2012: Volume1 (3): 391-407.*

**PERSONAL INFORMATION:**

**Father's Name** : (Late) ANM Ohid Uddin Chowdhury  
**Mother's Name** : Meherunnisa Chowdhury  
**Nationality** : Bangladeshi (By birth)  
**Date of Birth** : 28-03-1986  
**Language Skill** : Bangla- Prudent in reading, writing and speaking.  
 English: Prudent in reading, writing and speaking.  
**Computer Proficiency** : Adept at working with MS Office software  
 Familiar with SPSS, Photoshop-Illustrator, Camtasia Studio

**REFERENCE:**

- **Dr. Swarnali Islam Khandakar**  
 Professor & Head of Department, Pharmacy  
 University of Asia Pacific (UAP), Dhaka.  
*Connection: Academic.*

- **Mr. Syed Golam Rahman**  
 Managing Director  
 Labaid Pharma Ltd.  
 Phone: +02 9899910- 18  
*Connection: Professional.*

- **Dr. Khair Jahan Sogra**  
 Ex Professor  
 Institute of Business Administration (IBA),  
 University of Dhaka.  
*Connection: Academic.*

- **Mr. Md. Eshrak E Alahi**  
 Country Representative &  
 Business Development Manager,  
 Evonik Industries Limited.  
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*Connection: Professional.*



**Disclaimer:**

I, Faisal Wahid Chowdhury, declare that the information presented in this document is authentic to the fullest of my knowledge & beliefs and describes my qualification.