

HILMAN NURHAIMAN, B.Pharm.

Product Specialist Oncology | Pharmaceutical Professional

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PROFESSIONAL SUMMARY

Dedicated pharmaceutical professional with over 9 years of comprehensive experience in national and multinational companies. Proven track record in strategic sales, product management, and high-level customer service. Currently specializing in Oncology at MSD, leveraging a Bachelor of Pharmacy degree and advanced skills in data visualization and product lifecycle management. Committed to driving market share growth through data-driven decisions and persuasive communication.

WORK EXPERIENCE

MSD (Merck & Co.) Product Specialist Oncology | November 2025 – Present

- Educate healthcare professionals on oncology product profiles, therapeutic benefits, and patient management protocols.
- Cultivate and manage strategic relationships with key opinion leaders (KOLs) and stakeholders in major hospitals and oncology centers.
- Analyze market dynamics and competitive landscapes to identify and capture growth opportunities.

PT BTJ Farma Product Executive | April 2024 – November 2025

- Orchestrated the full product lifecycle from R&D alignment to market launch and post-launch performance analysis.
- Conducted rigorous market research to identify emerging trends and competitor strategic moves.
- Collaborated with cross-functional teams (Marketing, Sales, and R&D) to ensure product features met market demands.
- Developed data-driven strategic plans that contributed to significant market share expansion.
- Prepared and delivered comprehensive performance reports and strategic recommendations to senior management.

SMK Persada Kuningan Part-time Teacher (Pharmacology) | January 2024 – April 2024

- Delivered lectures on Pharmacology and basic pharmaceutical sciences to students, simplifying complex medical concepts.

Menarini Asia-Pacific Medical Representative | September 2015 – April 2024

- Built robust networks with physicians and healthcare administrators across West Java.
- Successfully executed sales strategies that consistently met or exceeded annual targets.
- Delivered high-impact scientific presentations regarding diverse product portfolios.

LAPI LABORATORIES Sales Promotion Executive / Medical Representative | March 2013 – September 2015

- Promoted pharmaceutical products and expanded market presence in Bandung and surrounding areas.

- Managed territory sales operations and maintained excellent customer relations.

Apotek Bojong Farma *Pharmacist Assistant* | February 2012 – March 2013

- Assisted in pharmaceutical dispensing and provided primary healthcare advice to customers.

EDUCATION

Universitas Bina Bangsa *Bachelor of Pharmacy (B.Pharm.)* | 2023 – 2024

Stikes Muhammadiyah Kuningan *Associate's Degree in Pharmacy (A.Md. Farm.)* | 2019 – 2022

SKILLS & CERTIFICATIONS

- **Core Skills:** Product Lifecycle Management, Market Research, Strategic Sales, Oncology Therapy Management, Analytical Thinking, Persuasive Presentation.
- **Data & Tech:** Python for Data Visualization, Data Storytelling, AI & ChatGPT for Productivity.
- **Certifications:** - Intensive Bootcamp: Product Management.
 - Fundamental Data Visualization with Python (DQLab).
 - CDAKB (Good Distribution Practice for Medical Devices).
 - AI & ChatGPT for Work Innovation.