



### Skills

Written and verbal communication

Understanding of the area of expertise

Interpersonal skills

Leadership

Flexibility

Time management

Self-management

Kampala City



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## Wotoyitide Tonny Lukwago (PhDc, Msc. Pha, Bsc)

### Profile

Am an experienced scientist who holds a Master of Science degree in pharmacology. I have over 6 years of teaching/ lecturing experience and I am working as a part-time lecturer at Busitema University and a lecturer at Kampala International University. Am also currently pursuing a doctorate degree in pharmacology at Kampala International University.

I have an excellent grasp of the subject material covered for which I have taught for years. My teaching experience includes instruction in Basic Pharmacology, Chemotherapy Autonomic pharmacology CNS pharmacology and systemic pharmacology, Toxicology, and Pharmacognosy among others.

As a lecturer, I design all course syllabuses, select textbooks, make PowerPoint presentations, and write lectures and tests over the material. I have used both tutorial and lecturing systems. I am also well-grounded in online teaching.

### Biodata

Date of birth	28/August/ 1978
Gender:	Male
Marital status:	Married, 3 children
Nationality:	Ugandan
Address:	Busitema University, Faculty of Health Sciences Department of pharmacology and toxicology
Languages Spoken	Fluent in English, Luganda, Runyankole
Other languages	Swahili (Not fluent)

### Interest

- *Pharmacology*
- *Ethno pharmacology and herbal medicine*
- *Ethnobotanical research & Photochemistry*

### EDUCATION BACKGROUND/TRAINING

DATE: START-END MONTH/YEAR	AWARD	COURSE/PROGRAM	UNIVERSITY/INSTITUTION
2007- 2012	Master's degree	MSc in (Pharmacology) Topic: Antibacterial activity of the root extracts of <i>Draccana Laxissima</i> and <i>Draccana Fragrans</i> on selected urinary tract pathogens.	Makerere University, Kampala Uganda
2014- 2016	Master's degree	2014- 2016	Amity University Uttar Pradesh India.
2007	Postgraduate certificate	Post Graduate Certificate in Research Methods and Writing Skills	Center for Basic Research Kololo
2000 - 2003	Bachelor's degree	BSc (Ethnobotany) Majored in Ethnopharmacology, medicinal plant Chemistry and pharmacology and toxicology	Makerere University Kampala
1997 - 1998	Certificate	Uganda Advanced Certificate of Education (UACE)	St Henrys College Kitovu
1992 – 1995	Certificate	Uganda Certificate of Education (UCE)	Namilyango College Mukono
1985 – 1991	Certificate	Primary Leaving Examination (PLE)	Kazo Primary School Wakiso

### LECTURING EXPERIENCE

Date: start-end(month/year)	University/Institution/Employer	Position	Responsibilities
2018 to date	Department of pharmacology Kampala International University.	Ass lecturer	<ul style="list-style-type: none"> <li>Lecture students in basic and clinical pharmacology</li> <li>Examine students of pharmacy and medicine in the above subjects.</li> <li>Organize schedules for the student's assessment and teaching</li> <li>Making course files for the different courses I teach.</li> </ul>

2018 to date	Department of pharmacology & Therapeutics. Busitema University.	lecturer	<ul style="list-style-type: none"> <li>Lecture students in basic and clinical pharmacology</li> <li>Examine students of pharmacy and medicine in the above subjects.</li> <li>Organize schedules for the student's assessment and teaching</li> <li>Making course files for the different courses I teach.</li> </ul>
2015 to 2018	Department of pharmacology Kampala International University Tanzania	Ass lecturer (HOD)	<ul style="list-style-type: none"> <li>Lecture students in basic and clinical pharmacology, and Pharmacognosy</li> <li>Examine students of pharmacy and medicine in the above subjects</li> <li>Organize schedules for the student's assessment and teaching</li> </ul>
2012 to 2015	Kampala institute of science and technology	TUTOR	<ul style="list-style-type: none"> <li>Lecture students in basic and clinical pharmacology and pharmacognosy.</li> <li>Organize schedules for the student's assessment and teaching</li> <li>Examine students of pharmacy and medicine in the above subjects</li> </ul>
2015 to 2012	Dept. of Pharmacology and Therapeutics. Makerere University College of Health Sciences.	TUTOR	<ul style="list-style-type: none"> <li>Lecture students in pharmaceutical product positioning and management</li> <li>Lecture students in basic and clinical pharmacology</li> </ul>

#### COMMUNITY ENGAGEMENT ACTIVITIES

2004 - 2008	Natural chemotherapeutic research laboratories - MOH	Trainer Of Trainers	<ul style="list-style-type: none"> <li>Trained women groups in Bwaise and Makerere Kikoni on the best practices of planting preserving and harvesting medicinal plants</li> </ul>
2015 - 2017	Department of Pharmacognosy – Kampala International Univ' - Tanzania	Facilitator	<ul style="list-style-type: none"> <li>Trained traditional healers in Bagamoyo-Tanzania on how to add value to the herbal products they make.</li> <li>Trained traditional healers under the Bagamoyo traditional healers association - Tanzania on the common Drug herbal interaction</li> </ul>

#### PHARMACEUTICAL EXPERIENCE

2010 -2011	Pharma Consult Ltd	Pharmaceutical market research consultant	<ul style="list-style-type: none"> <li>• Have developed and conducted 4 training programs for 4 pharmaceutical companies (Abbott Pharmaceuticals, Novell pharmaceuticals, Medical Access Uganda, United healthcare distributors).</li> <li>• Have developed business models for marketing highly technical products. Have participated in stimulating market demand for pharmaceutical products for different pharmaceutical companies.</li> <li>• Have made over 50 pharmaceutical product presentations to medical and specialist associations on behalf of different companies.</li> <li>• Conducted training and workshops for key sales and marketing teams and interfaced with other medical association teams to fulfill the needs of the business relationships.</li> </ul>
2011 – Date	United healthcare distributors	Field sales and marketing Supervisor	<ul style="list-style-type: none"> <li>• Assist in Preparation of comprehensive marketing and sales plans including an analysis of competitors, market potential, customer base, and service levels brand/segment volume, trends, and market dynamics.</li> <li>• Coordinate field marketing and sales activities with vendors, suppliers, and other involved parties.</li> <li>• Analyze market statistics to develop sales campaigns create sales quotas and measure and report on sales fundamentals i.e. Quality, Distribution, Price, Promotion, and Persuasion.</li> <li>• Detailing and marketing products to the critical Key Opinion Leaders</li> <li>• Supervise a Sales Team to achieve sales target</li> <li>• Manage, supervise, coach, and motivate the sales team to achieve sales excellence through recruitment, training, incentives to ensure that they achieve their monthly, quarterly, and annual sales turnover targets</li> <li>• Sales achievement of portfolio covered by the supervisor</li> </ul>

			<ul style="list-style-type: none"> <li>• The technical supervisor responsible for leading the following technical / disease areas Cardiovascular, Diabetes, Infectious, Nutritional, Dermatology</li> <li>• Institutional Relationship Manager for key accounts. Manage key accounts (T-20 clients) for customer satisfaction and increase the business.</li> <li>• Manage product launches in collaboration with suppliers' product managers and field sales team. i.e., responsible for the successful introduction of new products on the Ugandan market and ensuring that the set revenue targets are achieved.</li> </ul>
2010 – 2011	Medical Access Uganda	Team leader/ Supervisor	<ul style="list-style-type: none"> <li>• Supervise a team of eight medical representatives.</li> <li>• Quoting and procuring drugs and other medical supplies for tender business. Manager of over 30 key Accounts.</li> <li>• Create demand for the company's range of products. Provision of monthly, quarterly, and annual reports and work plans for company products.</li> <li>• Planning and managing pharmaceutical promotions</li> <li>• Conducted market research, coordinated and hosted marketing events relevant to brand development.</li> </ul>

#### RESEARCH EXPERIENCE (PUBLICATIONS AND PROJECTS)

1. Evaluation of the anti-SARS-CoV-2 and immunomodulatory activity of selected Ugandan medicinal plants and formulation of herbal products for management of COVID-19 (Project ethnobotanist)
2. Peter, E. L., Kaligirwa, A. & Lukwago, T. W. (2019). Stability indicating high-performance thin layer chromatography method for estimation of ascorbic acid in *Hibiscus sabdariffa* L. aqueous extract. *Journal of complementary medicine research*, 10(1), 50-50.
3. Wotovitide, T. L. (2012). *Antibacterial activity of the root extracts of draceana laxissima and draceana fragrans on selected urinary tract pathogens* (Dissertation, Makerere University).

#### Leadership, Management and Administration

- 2010- 2011: Advisor Makerere University Ethnobotany Association
- 2006- 2008: Representative of medical representative of medical access Uganda to the Association of medical representative board
- 2003- 2004: Representative of private students on Makerere University wildlife club from 2003 to 2004.

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**Referees**

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