Mina

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**Objective**

Seeking a challenging work in a reputable company where my academic background and interpersonal skills are well developed and utilized in appropriate position

And where I can demonstrate my skills and gain more experience Also to achieve high carrier growth through a continuous learning process and keep myself dynamic.

**Education**

College B.Sc. Science, Major in Chemistry September 2004 — May 2009 Mansoura University, Egypt (Documented From Egyptian Foreign Ministry)

High School Mansoura Secondary School, Egypt September 2001 — June 2004

**Skills**

* Excellent selling, presentation and negotiating skills.

* Highly motivated and target driven with a proven track record in sale.
* Effective team member & Cooperative attitude, also enjoy work alone.
* Can adapt easily with different cultures and multinational environments.
* Energetic, self-motivated and pro-active attitude.
* Excellent numerical and IT skills.
* Customer focused with problems solving.
* Good knowledge of MS Office.

**Language**

* Arabic as Native language
* English (Good - IELTS score 6)
* French (intermediate).

**Training Courses**

* Training in the field of medical analysis, Mansoura University 2008.
* Successful completion of Advance Selling Skills - Chemipharm ltd. Egypt Aug 2011.
* Successful completion of Advance Communications Skills – Chemipharm ltd. Egypt Jan 2015.
* Training in the field of IT and Networking Solutions - Sharaf DG LLC Dubai May 2015.
* Apple Solutions Consultant - Apple Middle East office, DubaiMay 2016.

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**Work experience**

Sharaf DG LLC - Dubai, UAE May 2015 — Present

*Sales Executive*

*Roles*

* Understanding customers’ specific needs and applying product knowledge to meet those needs.
* Attending initial sales meetings and meeting the client.
* Answering any technical questions the client might have.
* Negotiate/close deals and handle complaints or objections.
* Working closely with the marketing department.



Chemipharm Ltd. For pharmaceutical industries

*Senior Medical Representative* Jan 2015 — May 2015

*Roles*

* Resolves customer complaints by investigating problems, developing solutions, preparing reports, making recommendations to management
* Arranging conferences for doctors and other medical staff.
* Monitoring competitor activity and competitors' products.
* Prepare presentations, proposals and sales promotion.

Chemipharm Ltd For pharmaceutical industries

*Medical Sales Representative* Aug 2011 — Dec 2014

*Roles*

* Marketing and promotion of pharmaceutical products to promote company`s products within the assigned territory in order to achieve or exceed the realistic measurable and specific sales plan per products for assigned territory.
* Arranging appointments with doctors, pharmacists and hospital medical teams, which may include pre-arranged appointments or regular calling.
* Making presentations to doctors, practice staff in hospitals and polyclinics and pharmacists in the retail sector.
* Establish and maintain current client and potential client relationships.
* Identify and resolve client concerns and handling there objective.
* Prepare a variety of status reports, including activity, closings, follow-up and adherence to goals.

El Maamal Medical Laboratory

*Laboratory Technician* June 2010 — July 2011

*Roles*

* Performing laboratory tests in order to produce reliable and precise data to help to diagnose the disease.
* Provides physician with information for treatment of patient infection by performing technical procedures for the identification of bacteria, parasites and fungi.
* Provides test results for patient diagnosis and treatment by operating chemistry equipment or performing hand chemistries.
* Maintains quality results by running standards and controls, verifying equipment function through routine equipment maintenance and advanced trouble shooting.