**Farag**

**Farag.150792@2freemail.com**

**Technical and sales manager**

**Taif- Saudi Arabia**

**PROFESSIONAL SUMMARY**

**Technical and sales manager**

Strategic planner, energetic, talented and honest manager and top-related sales associated with more than 15,000,000 SR /year leading dynamic sales team in fast-paced market and technical support, hard negotiation, suppliers managing and market analytical.

**Employment history summary**

Technical and sales manager at Almehan vet and Agriculture Company may 2015 – Present

Area sales manager at Biomedical Company January 2014to may 2015

Area sales manager at Geomak pharma January 2013to December 2013

Supervisor at Inter pharma Egypt 2013 - 2013

Senior medical rep at fast cur vet 2009 – 2012

Medical rep at dad pharma 2008-2009

Medical rep at adline pharm 2006 - 2008

**High lights**

* Establish track record of exceptional sales result.
* Excellent communication skills.
* Energetic.
* Bilingual in Arabic and English and resolution oriented analytical.
* Compelling leadership skills.
* Cross culture sales background.
* Exceptional multi-tasker.
* Effective sales manager.
* Complex project and contract negotiation**.**

**Accomplishment**

* Finish deal with 6 companies’ contract as a sole agent for my current company.
* Increase sales volume by 15% compared with the same period last year. (2015)
* Managed sales team of 9 members who consistently exceed sales goals by 100% compared with the same period last year. (2014)
* Exceed sales management goals by 50% on quarterly basis which led to promotion to sales manager within 12 months. (2013)
* Named employee of the year 2011.

**Experience**

**Technical and sales manager**

May 2015 till current.

**Almehan vet and Agriculture Company.** Taif – Saudi Arabia

* Lead sales calls with sales team members to establish sales and customer relation goals.
* Increase market share by 20% over the course of a one year.
* Manage a sales transaction with a revenue stream of 15,000,000 SR annually.
* Grew number of customers by 10% in one year
* Hire and train all sales staff.
* Resolve customer complain
* Generated monthly and annual sales report.
* Create and directed sales team training and development programs regarding sales and service.
* Emailing and negotiating new suppliers.

**Area sales manager**

January 2014to may 2015

**Biomedical company –** al Mansoura Egypt

* Generated monthly and annual sales reports.
* Created and directed sales team training and development programs. Managed a regional sales staff of 3 members.
* Resolve customer complaints by exchanging merchandise, refunding mony and adjusting bills.
* Wrote sales slips and sales contract.

**Area sales manager**

January 2013to December 2013

**Geomak pharma –** Giza Egypt

* Created and directed sales team training and development programs .
* Generated monthly and annual sales reports.
* Managed a regional sales team staff of 7 members.
* Led sales calls with team members to establish sales and customer retention goals.
* Hired and trained all sales staff.

**Supervisor**

September 2012to January 2013

**Inter pharma Egypt –** Zagazig Egypt

* Generated monthly and annual sales report.
* Created and directed sales team training and development programs.
* Managed a regional sales staff of 2 members.

**Senior medical rep.**

October 2009 to September 2012

**Fast cur vet** – Cairo Egypt

* Trained in negotiation and time management.
* Wrote sales reports.
* Target achieved,
* Collection.

**Medical rep**

October 2008 to October 2009

**Dad pharm** – Tanta Egypt

* Wrote sales report.
* Increase customers.
* Collection.
* Target achieves.

**Medical rep.**

January 2006 to October 2008

**Adline pharm** – Giza Egypt

* Wrote visit report.
* Prescribes visits and promotion.
* Market feedback.
* Target achived.

**Education**

* **Training course**: in Veterinary products in the Gulf Cooperation Council (GCC) and its executive system, 5/2016

Saudi food and drug authority – Riyadh Saudi Arabia

* **On line diploma:** Diploma in Human Resources, 2015

Alisons – Taif Saudi Arabia

* **On line diploma:** Diploma in Basic English Grammar, 2015

Alisons – Taif Saudi Arabia

* **On line course:** How to Plan Your Career Path, 2015

Alisons – Taif Saudi Arabia

* **On line course:** Marketing Success for Your Business, 2015

Alisons – Taif Saudi Arabia

* **On line course:** Achieving Personal Success, 2015

Alisons – Taif Saudi Arabia

* **On line course:** Introduction to Business and Travel English Language Skills, 2015

Alisons – Taif Saudi Arabia

* **On line course:** Introduction to Conversational English, 2015

Alisons – taif Saudi Arabia

* **Online course:** Six axes success, 2015 (in Arabic)

Edraak – American university of Beirut – Taif Saudi Arabia

* **On line course:** successful curriculum vitae, 2015 (in Arabic )

Edraak – bayt.com – Taif Saudi Arabia

* **Online course:** How to market yourself in the labor market,2015 (in Arabic)

Edraak- bayt.com – Taif Saudi Arabia

* **On line course:** Professional development skills,2015 (in Arabic)

Edraak- bayt.com – Taif Saudi Arabia

* **On line course:** Principles of Human Resource Management,2015 (in Arabic)

Edraak- bayt.com – Taif Saudi Arabia

* **Technical diploma :** mini MBA , 2014

AIPS USA – Cairo Egypt

* **Technical diploma:** HR , 2014

AIPS USA – Cairo Egypt

* **Technical diploma:** marketing , 2014

AIPS USA – Cairo Egypt

* **Technical diploma:** management

AIPS USA – Cairo Egypt

* **Bachelor of science:** veterinary medicine ,2008

Cairo University – Giza Egypt

**Language**

* **Arabic :- mother tongue**
* **English :- excellent**