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**Career Objective:**

**Seeking a sales & Marketing Operation Opportunity ( Mid – Senior ) Level , within a Multinational & well established Organization in the FMCG or Pharmaceutical Industry within the GCC Region, to expand my span of Knowledge & Expertise By end of Q1-2015**

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**Experience:**

1. **Julfar planet Consumer**

 **YTD**

**Dubai-UAE**

**Line consumer health**

**Responsibilities:**

* **Managing the performance and Productivity of a 3 geographical District with a customer list of 150 physicians in Dubai ( Dira , Bar Dubai &Qusis )**
* **Hospitals (Zulikhah , Garhood , Wellcare, Canadian , eimarates)**
* **Specialty ( GYNA , ORTHO , PEAD , URO. , INT and GIT )**

**Duties:**

* **Managing the KOL Technical Knowledge Trainings & PR Activities**
* **Effectively Achieving all My KPIs**
* **Handle the logistics of the deal from Stock availability till Aiding in the Application process to confirm on achieving a successful win-win Business Relationship**
1. **Sales and marketing Manager Biotech Group (Bioderma , Teoxane “teosyal filler” and Be-ceutical dermal filler)**

**Oct.-2011: Aug. 2014**

**Cairo- Egypt**

**Derma and plastic line for Teoxane Dermal Filler**

**Responsibilities:**

* **Directly reporting to GM.**
* **Responsible for leading and coaching 6 product specialists, 3 delivery Personnel & 1 Accountant.**
* **Achieve the Strategic & Tactical objectives of the company.**
* **Achieve the Sales target of company unit wise and money wise.**
* **Management of PR within company.**

**Duties:**

* **Design the Marketing Tools ( Pop up- Fliers – Events , Exhibitions ( POS )**
* **Lead team of product specialist to deliver right message and achieve the target.**
* **Coaching accountant and delivery boys to make sure those goods are delivered in right way and right time.**
* **Conducting a technical training to my Team on the techniques of application & Injection**
* **Conducting Trainings for Physicians over the products and injection techniques of**

 **(Meso-therapy, Filler, Botox, PRP, Derma Roller Technique & Chemical Peeling)**

**Achievements:**

* **Participated in (ESPR-2010 / Sharm Derma-2010, 2011&2012 / PAECE-2012, 2013&2014).**
* **Presentation in injection procedures in Alexandria university “Stars meeting 2010”.**
* **Quarterly lecture and training to physicians in types of dermal filler and injection**

 **techniques.**

* **Quarterly lecture and training to physicians in anatomical features of injections.**
* **Quarterly lecture and training to physicians “how to choose cases indicated for fillers”.**
* **Lecture to physicians “how to market the injection procedures” (Meso-therapy,**

 **, Filler , Botox and PRP) .**

* **2011Target Achievement 106%**
* **2012 Target Achievement 110%**
* **2013 Target Achievement 102%**

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1. **Product specialist at Biotech-group (Bioderma and Teoxane “teosyal filler”)**

 **April-2009: Sep-2011**

 **Cairo – Egypt**

 **Derma & Plastic Line**

**Responsibilities:**

* **Fully Managing the Activities & Productivity of several Districts as Mohandseen , Maadi & Heliopolis**
* **Manage the Key Opinion Leaders of both territories.**

**Duties:**

* **Planning , conducting & effective Closing of the Business Deals with the KOL**
* **Managing the KOL Technical Knowledge Trainings & PR Activities**
* **Effectively meeting all My KPIs**
* **Handle the logistics after the deal from Stock availability till Aiding the Application process to confirm on**

 **Successful win-win Business Relationship**

**Achievements:**

* **2009 Target Achievement:103%**
* **2010 Target Achievement:105%**

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1. **Medical representative at El Ahram Scientific Office**

**Jun-2006:Dec.-2007.**

**Cairo – Egypt**

**(Gynecology, GIT, CVS)**

**Responsibilities:**

* **Managing the performance and Productivity of a 3 geographical District with a customer list of**

 **150 physicians**

**Duties:**

* **Managing the KOL Technical Knowledge Trainings & PR Activities**
* **Effectively Achieving all My KPIs**
* **Handle the logistics of the deal from Stock availability till Aiding in the Application process to confirm on achieving a successful win-win Business Relationship**

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**Education:**

* **BCS degree in Veterinary Medicine**

**Cairo University, Egypt.-2007**

**Courses:**

* **Marketing professional Diploma, Cairo University, Egypt in April 2014.**
* **HR professional diploma “incomplete “Cairo University, Egypt.**
* **ACS (Assertive Communication Skills) certificate Harvest academy by Dr.Baher El Husseiry in Nov 2011.**
* **SAFE (Selling Adherence for Excellency) certificate Harvest academy by Dr. Baher el Husseiry in Nov 2011.**
* **Basic & Advanced selling skills in shering plough and Abbot Company.**
* **Communication skills, presentation skills, negotiation skills in El Ahram Scientific Office.**

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**Skills:**

 **Computer:**

* **Excel (excellent).**
* **PowerPoint (excellent)**
* **Word (excellent)**
* **Internet app. (good)**

**Language:**

* **Arabic (mother tongue).**
* **English (Fluent).**

**Personal strengths:**

* **Seek for development.**
* **Team player.**
* **Smart worker.**
* **Creative.**
* **Learn fast.**
* **Active.**
* **Love always to be in challenge.**

**Interests & Hobbies:**

* **Searching the internet, Travelling, Football & PS.**

**Reference:**

* **Up on demand.**

**Personal Data:**

* **Nationality: Egyptian**
* **Date of Birth: 2nd of August 1984**
* **Marital Status: Married**