

**Bushra**

**Bushra.248485@2freemail.com**

**Career Objective:**

A challenging professional career where my experience in Sales and Marketing can add long-term value to a team whose objective is to meet customer expectations in order to grow their business.

**Personal Profile:**

Name : **Bushra**

Gender : Male

Date of birth : 1969

Nationality : Sudanese

Marital Status : Married

***Career Summary:***

* With Bachelor of Business Studies – Sudan University for Science & Technology. 1996
* With more than 14 years of work experience covered all field of Sales.
* Language: Arabic and English fluent

**Key skills:**  
- Ability to communicate efficiently with clients.

* Excellent knowledge of sales and marketing.
* Excellent Leadership quality and time management.

**Professional Experience**

***Rahma Pharmaceuticals Co. (Sudan)***

***Duration: 2000 – 2003***

***Job Title: Sales Representative***

***Responsibilities:***

* **Promote and sell products and services**
* **Demonstrate products and services to customers**
* **Initiate innovative approaches to sell product or services**
* **Develop rapport with customers**
* **Coordinate after-sales services**
* **Assist and support account receivables team**
* **Provide inputs to advertising and marketing campaign team**
* **Assess marketing trends and customer's needs**

***Elie Pharmaceuticals Co. (Sudan)***

***Duration: 2004 – 2006***

***Job Title: Sales Supervisor***

* **Supervise sales operations of sales team**
* **Follow –up leads and samples provided by sales team**
* **Implement strategies to sell products or services**
* **Build new customer base to maximize sales**
* **Retain existing customers by providing prompt customer services**
* **Oversee the maintenance of customer database**
* **Supervise accounts receivables team in collecting balances**
* **Supervise field marketing and sales force**
* **Analyze field report and prepare sales documents**

***Elie Pharmaceuticals Co. (Sudan)***

***Duration: 2007 – 2013***

***Job Title: Area Sales Manager***

***Responsibilities:***

* **Overseeing the sales operation of the company**
* **Managing and increasing the sales**
* **Reaching the target and goals set for the area**
* **Establishing, maintaining and expanding the customer base**
* **Servicing the needs of existing customers**
* **Increasing the business opportunities through various routes to the market.**
* **Setting the target for sales representatives and the sales team**
* **Allocating areas for sales representative**
* **Monitoring team performance to motivate them to reach the target**
* **Compiling and analysis the sales figures**
* **Dealing with major customers**
* **Collecting feedback and market research**
* **Reporting to senior managers**
* **Keeping up to date with products and competitors**

***Utina Medical Agencies – Sudan***

***Duration: 2014 – July 2015***

***Business Title: Pharmaceuticals Products Sales***

* **Sales and distribute pharmaceuticals paramedical product, cosmetic product to the Pharmacies and other clients.**