Dear

Kindly Find My Enclosed Resume For Your Consideration. Though My Resume Details A Lot More About My Extensive Experience And Capabilities, I Will Offer A Brief Overview Here. Currently I working as senior sales and marketing group products manager in which deal with multinational bards in gulf area in Pharmaceuticals, nutraceuticals and Cosmeceuticals Products Which Based in **UAE** ( More than1 Year ) .

Previously I working as a Group Products Marketing Manager in Al Salhyia Est. GCC with Biccomedical Group The Agent For Biggest Companies ( Pharmaceutical , nutraceutical , Cosmeceutical ) In Gulf Area , I Have Been A Successful And Happy Product Manager With Biccomedical For The Past Five years And I Am extremely Interested In The Product Manager Position With Your Respectable Company . My Various Roles With Last Companies Have Provided Me With Development Expertise, Relationship Management And Project Management Experiences. In addition, My Wide-Ranging Professional Experiences With All Levels Of Management , Both Internal And External , Though Content In My Present Position , I Was Moved To Apply For This Position With Your Company , As I Have Always Admired Your Product Lines . I Wish To Be A Part Of Your Well Known And Long Term Success. What I Will Bring Is My Knowledge Of Your Product Lines, Knowledge Of The Industry And My Experience Working Hard As A Product Manager. I Have Enclosed My Resume For Your Review. I Very Much Appreciate Your Time and Consideration. Kindly Get In Touch With Me And I Will Tell You More About My Career Background.

**UAE Sales and Marketing Experiences**

* **Full Market Experiences in Diabetic Market (Tablet – Injection)**
* **Market Experiences in Cardiovascular Market**
* **Market Experiences in Dermatologic Market**
* **Market Experiences General Sales Pharmaceutical Market**

**I Am Applying For Sales and Marketing As:-**

**Product Manager or Sales Manager.**

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| --- | --- |
| Nationality | Egyptian – Sharkia Government – Zagazig City |
| Date Of Birth | 4 – April - 1980 |

Qualification

Personal Data

|  |  |
| --- | --- |
| B.Sc. Of Vet. Medicine(2001) From Zagazig University , Egypt | |
|  | **M B A**  Missouri State University 2012 |
| Experience In Pharmaceutical, nutraceutical, cosmeceutical Products. | |
| Dermatology , Food Supplements , Diabetes , Respiratory , Ophthalmology | |
| Ethical Promotion Plus OTC Promotion | |

Personal Skills

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| --- | --- | --- |
| Basic And Advanced Selling Skills | Egypt | 2002 |
| Consultative Selling Skills | AUC , Egypt | 2003 |
| Presentation Skills | Egypt | 2004 |
| High Impact Communication | Egypt | 2004 |
| Negotiation Skills | Egypt | 2005 |
| Leadership Team Building And Coaching | American Management Association , Egypt | 2005 |
| Professional Management | American Management Association , Egypt | 2006 |
| Marketing And Data Analysis Coerces | American Management Association , Egypt | 2006 |
| Mini MBA Program Professional course | American Management Association , Egypt | 2007 |

Current Position

Ahmed Abdel Aziz Ali

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| --- | --- |
| Current Position | Group Products Sales and Marketing Manager |
| Working Area | Saudi Arabia , Emirates , Kuwait |

**Pervious Experiences**

Egyptian Experiences

|  |  |  |
| --- | --- | --- |
|  | Medical Representative  Super Star 2001 - 2002 | 2001 - 2002 |
| Product Specialist  Super Star 2004 - 2005 | 2003 - 2005 |
| Senior Medical Representative  Super Star 2006 - 2007 | 2006 - 2007 |
| Working Line | Period |
| General Line | 2001- 2005 ( 4 Years – 6 Month ) |
| Respiratory Line | 2006- 2007 ( 1 Years – 10 Month ) |

Gulf Experiences

|  |  |  |  |
| --- | --- | --- | --- |
|  | Medical Representative General Team | 2007 | Southern Area |
|  | Medical Representative Ophthalmology Team | 2008 | Western Area |
|  | Medical Representative | 2008 | Western Area |
| District Manager PLUS Group Products Manager | 2009 | Western - Southern |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | | | | | |
| **Viola** | | District Manager Plus Product Manager | | | 2009 - 2011 |
| **Viola – 3Chenes – Beauty RX** | | District Manager Plus Product Manager | | | 2011 - 2012 |
| **Viola** | | Business Unit Manager Plus Assistant Marketing Training Manager | | | 2012 - 2013  Ahmed Abdel Aziz Ali |
|  | | | | | |
| **Group Products Sales And Marketing Manage**  **Based In Saudi Arabia**  Kuwait , Other  From October 2013 To February 2015 | | | | | |
|  |  | |  |  | |
|  |  | |  |  | |
| **Current Experiences** | | | | | |
|  | | | | | |
| **Group Products Marketing Manager**  **Senior Sales And Marketing Manager**  **Launching Pharmada Pharmaceutical Company & K R K A Pharmaceutical Company**  **Based In Emirates**  , Qatar  **From February 2015 Until Now** | | | | | |
|  |  | |  |  | |

Experiences and Responsibilities

|  |
| --- |
| Experience In Pharmaceutical, Nutraceuticals, Cosmeceutical Products. |
| Experience In Marketing And Product Management 7 Years. |
| Experience In Country Management Promotional Team |
| Experience In Companies Lunching In GCC. |

* Responsible For Recruit , Training , Educate , Appraise , Supervise , Support , Motivate , Develop , Promote , Coaching And Guide Qualified Personnel , Maintain A Climate That Attracts , Retains And Motivates Top Quality Personnel .
* Field Force Training Indoor and Out Door. ( Medical – Skills )
* Responsible For All Organization *Design* Print and Electronic Materials Such As Brochures, Web Page and *Oversee Creation and Delivery of Press Releases, Advertisements and Other Marketing Materials.*
* Responsible For Programs, Technical Assistance and Resource Materials.
* Responsible For Leads Projects As Assigned, Such As Cause-Related Marketing And Special Events.
* Responsible For *Drive Overall CRM and Direct Marketing Meeting.*
* Provide Significant Input Into The Annual Marketing Plan, Specifically:
* Sales Forecasts For Each Product ( Taking Into Consideration Past History , Market Trends , Competitive Activity And Required Sales Effort )
* Allocation Of Expenses Between Products (Taking Into Consideration Stage In Product Life Cycle, Potential For Future Growth And Profit Contribution , Potential Competitors)
* Required Sales Promotion Programmer (Taking Into Consideration Marketing Strengths Relative To Competitors.
* Selling Opportunities And Customers’ Needs And Attitudes) And The Marketing Materials Needed To Accomplish The Goals.
* Communicate A Thorough Knowledge Of Product Information :  Science , Marketing Initiatives , Market Research Techniques , Promotional Venues , Brand Strategy , Medical / Legal Requirements , Future Challenges And Opportunities (Scientific, Medical, Industry Or Competitive Issues) That Will Influence The Brand.
* Responsible For Planning, Development, Implementation and Evaluation Systems of All of the Organization’s Marketing Strategies, Marketing Communication and Public Relationship externally and Internally and Report Progress to the Executive Director and Board.
* Responsible For Recommend, Develop Short And Long Term Organization Goals And Objectives And Short And Long Term Plans And Budgets For The Marketing / Communications / Public Relations Program And Its Activities, Monitor Progress, Assure Adherence And Evaluate Performance To The Executive Director.
* Work With Senior Staff, Other Staff To Develop And Maintain A Strategic Perspective Based On Marketplace And Constituent Needs And Satisfaction In Organizational Direction, Program And Services And Decision Making.
* Analyze Market Trends And Recommend Changes To Marketing And Business Development Strategies Based On Analysis And Feedback , Collaborate With Sales And Sourcing To Develop Strategic Partnership Activities And Implement The Execution Framework And Strategic Plan On identified Opportunities.
* Plan Marketing And Branding Objectives, Expand Product Solutions And Offerings, Ensure Brand Messages Are Consistent, Gather And Analyze Customer Insight, Take Calculated Risks Based On Data-Driven Analytics.
* Nurture And Enrich All External Perceptions Of The Company And Growth Of Market Share.
* Work In Close Partnership With [Agency ] Executive Management To Identify Potential New Business Opportunities And Develop Plans And Action Steps To Secure Such Business , Both On A Local And Regional Basis.

**First Name of Application CV No:** **1667910**

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