**Kamel Assad Kamel**

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## **OBJECTIVES & SPECIAL QUALIFICATIONS**

## Highly motivated, reliable and results-oriented professional with solid and diverse experience in purchasing practices and procedures, planning and coordinating merchandise towards supporting the organization in driving business growth. Expert at identifying trends within departments, developed strategic and process plans to improve procurement operations and ensure profit turnarounds. Demonstrated the ability to achieve high productivity standards and quality of work. Excellent time management and prioritization skills with proven ability to manage multiple tasks simultaneously, be productive, and be focused in stressful situations. Enthusiastic individual and an excellent communicator, recognized ability to establish effective working relationships across cross-functional teams and diverse individuals at any levels.

## **CAREER HISTORY & EXPERIENCE**

 **March 2011 – Present**

Abu Dhabi, UAE

Experience Title: Procurement & Logistic Manager

Served as purchasing leader for a multi-site operation, directed three teams of buyers and oversaw largest spend on raw materials and machine components. Monitored and measured relevant projects and negotiated major contracts. Collaborated with global purchasing organization and developed cost savings programs. Evaluated, developed and monitored performance quality measures and recommended new procurement programs and processes to improve cost, quality, customer responsiveness and inclusion. Established and implemented internal controls and procedures to ensure supply chain activities are

performed in compliance with all company requirements. Created common contracts and ensured compliance across business units. Identified needs for customer contracts and coordinated with operations to assist in determining if volume is sufficient enough to warrant a national contract. Developed leading best practice policies and procedures in stock purchasing, inventory control, receiving and storage, distribution. Established, managed and maintained relationships with key supplier partners. Monitored supplier quality and delivery performance as well as supplier progress and timing, open issues lists and price changes

* Successfully developed procurement strategies in line with global business.
* Delivered presentations to increase efficiencies, inventory audits, contract implementation and compliance, saving initiatives and achievement.
* Implemented best practices, vendor sourcing and pricing strategies, demand planning, inventory control, and other system optimizations which maximized best pricing, delivery and quality for diverse requirements fabrication businesses.

**Arabian Ethical Pharmaceuticals: June 2004 – March 2011**

Abu Dhabi, UAE

Experience Title: Marketing Manager

* Managed sales of company products and services within a defined geographic area
* Ensured consistent, profitable growth in sales revenues through positive planning, deployment and management of territory
* Identified objectives, strategies and action plans to improve short/long-term sales and earnings
* Performed sales activities on major accounts and negotiated sales price and discounts
* Reviewed progress of sales goals/roles throughout the company accurately forecasts annual quarterly and monthly revenue streams
* Provided quarterly results assessments of sales/productivity
* Coordinated proper company resources to ensure efficient and stable sales results
* Developed sales strategies to improve market share across product lines
* Collaborated with Sales Director establishing budget and sales expense & responsible for expenses monitoring economies trends

**City Pharmacy:** **Feb 1997 – Jun 2004**

Dubai, UAE

Experience Title: Sales Coordinator

* Handled all promotional activities in various pharmacies and health division in supermarkets.
* Monitored stock level as needed by the local market.
* Supervised the preparation of the products catalogues.
* Handled the training sessions for sales staff.
* Managed sales processes of Abbott Infant nutrition and OTC products (Selsun Range, Carter Products, Novartes consumer, Reckitt Benckiser, Convatec Care, Mundipharma, Health & beauty, Tacco B/Braun, Urgo Lab.) in Dubai & Northern Emirates pharmacies and supermarkets.
* Placing orders with the principal companies.
* Planning and forecasting the demand for the new products/brands in the consumer division.
* Presented monthly sales reports for all consumer sales team for different companies.

**Al Zahra Pharmaceuticals:** **Nov 1991 – Jan 1997**

Dubai, UAE

## Experience Title: Sales Representative

* Establish and strengthen customer relationships by calling on Cardiologists, Neurologists, Internal Medicine, Family Practice, Mid-Level Providers, and Pharmacists
* Handled all sales activities of the Pharmaceutical products in Dubai and Northern Emirates and Al Ain.
* Develop strong, long term relationships with key customers as a Medical Sales Representative
* Ensure that a high level of customer satisfaction is achieved and maintained at all times
* Respond to customer requests in a timely & effective manner
* Develop specific sales action plans strategies for key customers to grow sales utilizing sales information based on market and products sales, EI, % to plan. Competitor activity
* Promote the image of the company in disease state areas
* Keep abreast of competitor activities and market developments in the relevant disease state areas
* Ensure all activities comply with legal and ethical standards and company policies
* Manage territory effectively and efficiently including allocated budget spend for dinner meetings, customer lunch meetings, and country territory trips
* Enter and maintain accurate, professional records of customer interactions within a timely manner

## **EDUCATION HISTORY**

**Ain Shams University** / Cairo, Egypt (1986-1990) *Bachelor of Science Degree in Business Administration and accounting*

**Additional Professional Skills**

* Perfect MS Office Package: Word, Excel, Power Point, Internet Navigation
* Performance Management and Development System (PMDS)

Summary Of Qualifications

Self-motivated, goal-oriented, team leader with 20 years’ experience in Pharmaceutical field. Excellent relationship with all pharmacies, hypermarkets, supermarkets, union co-op in Abu Dhabi, Al Ain, Dubai, Sharjah and Northern Emirates. Managed and coordinated different marketing and sales activities such as promotional and advertising materials, catalogues designs, personnel training.

## **Language Skills**

* English: Excellent command of written, spoken and oral
* Arabic: Excellent command of written, spoken and oral.

**References Furnished Upon Request**

**Job Seeker First Name / CV No: 1798260**

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