**Amr**

**Amr.303096@2freemail.com**

**Career Objective**

Seeking a challenging opportunity in a multinational environment in the field of Sales and Marketing where I can utilize my skills and knowledge efficiently for organizational growth

**Profile Summary**

* An enthusiastic mid-career Medical Rep, with highly motivated and leadership skills having Bachelor degree in Pharmacy
* Expert in the medical field in particular in nutrition.
* Eager to learn new sales & marketing methodologies.
* Having very high innovation skills.

**Personal Qualities**

* Highly motivated and eager to learn new things.
* Strong motivational and leadership skills.
* Ability to produce best result in pressure situation.
* Excellent English & Arabic communication (written and verbal) skills
* Excellent computer skills in particular MS Office, internet, e-mail applications, and all windows operating systems.
* Ability to work as individual as well as in group.

**Academia**

* University Degree: Bachelor degree in Pharmacy - Misr International University – 2012
* High School: Nefertari Language School.

**Working Experience**

**1/9/2014 - 31/8/2016 Product Specialist**

**Ipnc “International Pediatric Nutrition Company” - KSA (El Maraii)**

* Responsible for Hail Area.
* Arrange appointments and meetings with KOLs
* Penetrating new Key Accounts and establish Ipnc Products.
* Managing budgets
* Demonstrating or presenting products.
* Maintaining detailed records
* Marketing
* Attending and organizing conferences and meetings
* Reviewing sales performance
* Writing reports and other literature
* Undertaking relevant research
* Meeting both the business and scientific needs of healthcare professionals

**1/1/2014 - 31/8/2014 Medical Representative**

**Mylan Pharmaceutical**

* Responsible for Giza Area.
* Arrange appointments and meetings with community and hospital-based healthcare staff
* Demonstrating or presenting products to healthcare staff including doctors and Pharmacists
* Maintaining detailed records
* Attending and organizing trade exhibitions, conferences and meetings
* Reviewing sales performance
* Writing reports and other literature
* Undertaking relevant research
* Meeting both the business and scientific needs of healthcare professionals

**1/12/2012 - 31/12/2013 Product Specialist**

**Nestle Health Science**

* Responsible for Giza Area ( Nutrition Line )
* Arrange appointments and meetings with community and hospital-based healthcare staff
* Demonstrating or presenting products to healthcare staff including doctors and Pharmacists
* Maintaining detailed records
* Attending and organizing trade exhibitions, conferences and meetings
* Reviewing sales performance
* Writing reports and other literature
* Undertaking relevant research
* Meeting both the business and scientific needs of healthcare professionals

**8/3/2012 - 30/11/2012 Pharmacist**

**Ezaby Pharmacies (Sheraton Heliopolis).**

* Participates in quality initiatives & audits
* Supports customers with high customer service & focus, use data to solve problems.
* First Aider of the customers.
* Dispense prescriptions
* Communicate with prescribers
* Ensure patients' safety
* Counsel patients
* Work with patients on general health
* Deal with insurance companies

**Internships**

**2012 – (3 months) – Pharmacist**

**Ezzat Pharmacy .**

* Data entry of patient’s profiles and Control receiving process of orders.
* First Aider of the customers.
* Dispense prescriptions
* Communicate with prescribers
* Ensure patients' safety
* Counsel patients
* Work with patients on general health
* Deal with insurance companies

**2010 – (3 months) – Assistant Medical Rep**

**Servier.**

* Research prospective clients through several strategies including: internet, trade show lists, referrals, yellow pages, various professional directories, etc.
* Create accurate spreadsheets of prospective client data and manage leads database
* Assist in business development activities – i.e. direct mailings, cold calls, etc.
* Assist the Medical Reps Team in any other related request

**Interests**

* Music
* Fitness
* Travelling