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|  | **Mansour**  Email: [Mansour.330876@2freemail.com](mailto:Mansour.330876@2freemail.com).  **Dubai** |

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| **Personal data:**  **Objective:**  **EDUCATION**  **TRAINING COURSES**  **OTHER SKILLS**  **Languages**  **EXPERIENCE** | **Date of birth: 13/5/1976**  **Nationality: Egyptian.**  **Marital status: Married**  **Kids : 3 kids**  **Driving license : GCC Driving license**  **Attain a Challenging position in the Pharmaceutical field, where my demonstrated skills can be translated into improvement & growth, my experience & enthusiasm will have application & my motivational skills, exceptional personal skills, & energy would be an asset, in an organization valuing qualified professionals, with room for personal & professional advancement.**  **In hopes that you are currently seeking uniquely talented & experienced professionals, I'm sending you my resume to provide you with the details of my backgrounds & skills.**  **I would be most anxious to discuss my career goals with you & make myself available for a personal interview at your convenience.**  **University: Zagazig University.**  **Faculty: Veterinary Medicine .**  **Graduation year: May, 1999.**  **Bachelor of Veterinary medicine**  **General average grade upon graduation: ( Pass )**      **@ Basic and advanced selling skills**  **@ Management & Leadership**  **@ Time management**  **@ Communication skills**  **@ presentation Skills.**  **Computer Skills:**   * Excellent command of Microsoft office windows   applications.   * Excellent in all branches of internet..   **Personal Skills:**   * Self-learning and willing to learn. * Able to accept risk, responsibility and enjoy working in a team. * Ambitious with good communication skills with different types of people. * Social, faithful, responsible, hard worker and organized. * Motivated and creative with the ability to self-mange. * Interest in using technology to improve work efficiency. * **Arabic :** Mother tongue. * **English :** Very good in writing and good in speaking.   **Managerial levels**  **Egypt**  **Area Sales Manager In/Egypt**  **( April.2014 till Dec.2016)**  Products :  Ophthalmology Line  Depzabid eye drops(moxifloxacin)  Zetrafenac eye drops(nepafenac)  Olopatanol eye drops(olopatadin).  Dermatology line  Diacalderm oint. (calcibotriol betamethasone).  Terbecomasil spry (Terbenafen).  Target/month: 2500000 EP.  Sales/month : 2300000-2550000 EP.  **Job description :**   * **Maintaining and increasing sales of the company's products** * **Reaching the targets and goals set for my area** * **Establishing, maintaining and expanding my customer base** * **Servicing the needs of my existing customers** * **Increasing business opportunities through various routes to market.** * **Setting sales targets for individual reps and my team as a whole** * [**Recruiting and training sales staff**](https://www.totaljobs.com/careers-advice/job-profile/sales-jobs/recruitment-co-ordinator-job-description)**.** * **Allocating areas to**[**sales representatives**](https://www.totaljobs.com/careers-advice/job-profile/sales-jobs/telesales-job-description) * **Developing sales strategies and setting targets** * **Monitoring my team's performance and motivating them to reach targets.** * **Compiling and analyzing sales figures** * **Dealing with some major customer accounts.** * **Collecting customer feedback and market research** * **Reporting to**[**senior managers**](https://www.totaljobs.com/careers-advice/job-profile/sales-jobs/sales-director-job-description) * **Keeping up to date with products and competitors.**   **============================================**  **Saudi Arabia**  **District Manager in Al razi medical services**  **In KSA .(may/2010 till feb/2014)**  **Product :**  **medical supplies as:**  **Surgical Gloves , Cotton , Gauzes ,**  **Syringes , Hospital beds…**  **Responsible for 4 medical representatives**  **Target : 600000 S.R./month**  **Sales : 570000 – 620000 S.R./month**  **Job Description:**   * **Manages and directs a sales force to achieve sales and profit goals within a district.** * **Designs and recommends sales and marketing programs and sets short- and long-term sales strategies** * **Relies on experience and judgment to plan and accomplish goals.** * **Performs a variety of tasks.** * **Leads and directs the work of my team.** * **Reports And market competitor's feedback.** * **Weekly Meeting with my subordinates with several objectives as :**   + **Discuss the doctors' visits of each medical rep.**   + **Discuss the milestone of each medical rep. versus his target**   + **Corrective measures and action plans.**   + **Evaluate Every medical rep. and make appraisal with him.**   + **Discuss the plan of next week based on the coverage, required action plan and company objectives.** * **Sit my plan of next week according to the developmental plan of each medical rep. , corrective measures of each medical rep. and coverage of my key opinion leaders list.** * **Create effective business relationship with KOLs** * **Organize group events and conferences for KOLs** * **Sales reviewing and analysis with my subordinates and mangers.**   **Medical Representative**  **Egypt**  **Life Scan Johnson & Johnson(Jan/2000 to Jan/2003) responsible for all delta/egypt**  **Product: Sure step**  **Smart scan**  **( Blood Glucose Meters And Strips Job description :**   1. **Demonstrate the device uses to internal medicine doctors.** 2. **Hospital tenders.** 3. **Organize check-up days in pharmacies and hospitals to the consumers** 4. **Organize round tables discussion to key opinion leaders.** 5. **Writing reports and competitors feedback.** 6. **Collecting customers' data base.** 7. **Discovering customers' needs.**     **Novartis (Sandoz) (Jan/2003 to**  **Dec/2005)**  **Product : Serviflox (ciprofloxacin )**  **Bidroxil (Cifadroxil)**  **Ceftraiaxone inj ( Ceftraiaxone )**  **Target : 40000 e.g./month**  **Sales : 50000-60000 e.g./month**  **------------------------------------------------------------------------**  **Saudi arabia**  **Julphar KSA (Feb/2006 till**  **April/2010)**  **Product: Sarf (Ciprofloxacin).**  **Azomycin (atheromycin)**  **Rantag ( Ranitidine )** |