**MAHMOUD**

**ABU**

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## Personal Data:

* Nationality: Egyptian
* Date of birth: 14/02/1993
* Driving license: Available (UAE)
* Visa: transferable residency visa (valid till 2018)

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## Objectives:

* Seeking a role across sales department where my academic knowledge can be further developed and utilized to contribute to the success of the organization I work for.
* I fully understand that medical representatives are basically the link between the healthcare profession and the pharmaceutical companies. This is an important position that I’m confident I can fill successfully Throughout my career I have learned how to provide excellent customer service and I have acquired great interpersonal skills.

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## Brief of EDUCATION:

* Graduated from Faculty of Pharmacy Cairo University, with a Bachelor Degree in pharmaceutical science and industrial pharmacy in 2014, Grade: Good, GPA (3)

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## Courses:

* Negotiation with Dr. Ibrahim Elfikky
* Presentation skills, power of listening, and selling work shop authorized by multipharma
* Stress management and community pharmacy by Farabi
* Marketing and selling skills with Novartis.
* pharmaceutical advertising, promotion and leader ship by EPSF

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## Brief of Experience:

* year and a half experience as a medical representative at Eva pharma co and I

was the best achiever for 2 quarters in a row because of the extraordinary growth in sales in my territory (almost 1000%)

* Training at Sanofi Aventis as a medical representative for 5 months (2013 - 2014)
* Training at [Reckitt Benckiser](https://www.facebook.com/ReckittBenckiser) for a 2 month (2012)
* 1 month as a medical representative at Novartis pharma

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## Technical Skills:

* Microsoft Office: Excellent

 o Comprehensive knowledge of general computer software

## Language:

* Arabic: Mother tongue
* English: Very good

**References furnished upon request**