**Joseph**

**Joseph.332867@2freemail.com**

***Objective***

Seeking to explore new markets as a medical representative at a reputable pharmaceutical company to gain new experiences assisting in a fruitful long-term career.

***Education***

Bachelor Degree of Pharmaceutical Sciences, Class 2014,

**Faculty of Pharmacy, Cairo University**

Grade: Very Good with Honors

**High School:** Cleopatra Language School, 2009.

***Job Experience***

* **Novo Nordisk Egypt: Medical Representative**, December 2014 – Present
* Member of Tresiba® (new generation of insulin) launch team – Heliopolis, Cairo East and Qalyubia governorate with personal achievement **273%** versus targetYTD
* Promoted Mixtard®, Actrapid® and Insulatard® team achieving **109%** versus target in both private and institution sector **increasing market share by 1.5%** above national market share per IMS
* Developing reports on a national level for patient recruitment on weekly and monthly basis to serve top management decision making process
* Successfully and officially led my team as deputy district sales manager three times over two years reporting directly to area sales manager with positive feedback and continuous improvement
* Active member of “ The Voice – the sounding board team” for representing Great Cairo sales team to promote a healthy culture of communication in the company
* *Job Duties:*
	+ Establishing plan for territory in conjunction with other territory medical representatives for existing accounts while prospecting for new business opportunities,
	+ Following up with physicians and other stakeholders to drive prescription generation and obtaining orders using medical knowledge and marketing strategy,
	+ Regular weekly and monthly feedback to management on own work and the diabetes market in my territory,
	+ Monitoring competitor activity by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
	+ Recommending changes in strategy per market development,
	+ Resolves customer needs by investigating root causes and developing solutions with management
	+ Maintains professional and technical knowledge by attending educational workshops, establishing personal networks and participating in professional societies.
* **EVA Pharma: Medical Representative**,August 2014 – December 2014
	+ Responsible for 6 CNS products in Cairo East territory
* **El Masriya Pharmacy: Community Pharmacist**,July 2014 – August 2014

***Training Experience***

* **Sanofi,** Sales department, August 2013 – September 2013
* **“Best Performer in Future Access 2013”**
* Line Biprofenid® and Flagyl® on dentists and ENTs
* **Sandoz,** Sales department, July 2013 –August 2013
* Line Antopral®, Sinuc® and Diclac®
* **EVA Pharma,** Sales Department**,** July 2012 - August 2012
* Healthy Living line: Orly and Slimmer
* **Sanofi,** Manufacturing Plant (Industrial affairs), July 2012
* **Global Napi,** Manufacturing Plant (QC and Production Department), September 2011
* **Amoun Pharmaceuticals,** Manufacturing Plant (QC and R&D department), July 2011

***Languages***

* **Arabic:** Native
* **English:** Very good command of written and spoken

***Computer skills***

* Very good user of MS Office (Word, Excel and PowerPoint) and internet
* ICDL Certificate (International Computer Driving License), 2010

***Personal Skills***

* Strong ability to communicate with others and well organized,
* Team player with critical logical thinking process,
* Self-driven with passion to acquire new skills,
* Strong willingness to take on new challenges to ensure self-development.

***Hobbies***

* Volunteering at local communities for kids and other charity events
* Amateur sport events, e.g. football

***Personal information***

* **Date of birth:** January 1st, 1992
* **Marital status:** Single
* **Driving license:** Available and valid
* **Military service:** Fully exempted

References to be furnished upon request