** Mohamed**

**Mohamed.338781@2freemail.com**

 Employment visa in Dubai & valid UAE & KSA driving License

 Apply for position **/** **Area Supervisor - Key Account – product specialist**

 **PROFESSIONAL SYNOPSIS**

 With more than 10 years of experience in Sales, Marketing , Merchandising in Medical fields at PHARMA & Nutrition sectors with outstanding analytical thinking and ability of growing business beyond expectations by providing “out of the box” innovative solutions developed over more than 10 years of blended learnings fortified by diverse experience in Egypt and KSA .

Through the Sales and marketing Professional with experience in Business Development, Sales & Marketing, Channel Management in the Pharma and Nutrition industry. Well versed with (Western / Eastern /southern Province) Saudi Arabia, Developed and executed sales and marketing strategies that significantly increased visibility and generated sales. Developed interactive business relationships with professional-level decision makers. Earned excellent reputation through hard working, product knowledge, diligence and dependability. Ability to build motivated teams and take everyone along towards company goals. Good listening & understanding Ability useful in problem solving and conflict resolution, resulting in optimum resource & capability utilization

 My career ambition is to utilize my strategic thinking skills to thrive business through developing Capabilities that create competitive advantage and develop teams who can bring the company to new heights

 Management Skills

1. Leading & motivating sales and promotion team.
2. Analyzing market data and develop executive summaries and recommendations.
3. Achieving sales and monitor forecast validity.
4. Profit & Loss responsibility through my knowledge of Accountancy and Finance.
5. Monitoring and analyzing a brand and competitors performance to identify Strengths,
6. Weaknesses, Opportunities and Threats.
7. Marketing certain brands to increase their market share.
8. Utilizing all resources cost effectively.
9. Developing annual brand plans in partnership with the sales and insight teams.
10. Implement strategic plans to maximize brand potential.
11. Ensuring profit targets are achieved, margins maintained & expenses controlled.
12. Monitoring performance against marketing targets both internally & externally

 **ACADEMICS**

* Bachelor’s degree in pharmaceutical science from Faculty of pharmacy- Zagazig University, Egypt in May /2003

 **Universal Courses**

* **Mini MBA** from **Missouri state university** in June 2013.

 **ORGANIZATIONAL EXPERIENCE**

 **Sales manager since June 2015 till present**

* To transfer KSA model to gulf.
* Target segmentation through areas.
* Build new team structure from zero point all over UAE.
* Increase profit and follow monthly P&L.
* Making orders / shipments according to sales forecast.
* Prepare business plans for our 12 products.
* Field visits especially with KOLs.
* Coaching Visits with the Team.
* Follow daily sales and put alternative plans to achieve budget.
* Follow stock and sales reports with the team & the Agent.
* Solve problems in whole business in UAE .
* DTC Activities (Organize & prepare outdoor & indoor Activity for customers).
* Prepare standalones & external sponsorship for HCP in (Madrid / Vienna / Barcelona).

 **District Manager in Novalac Company in Saudi Arabia since Jan 2012 till June 2015**

* From May 2014 till June 2015 Manage **Novalac Eastern region business** and leading a team of 23 Employees.
* From January 2012 till May 2014 Manage **Novalac western region business,** leading a team of 24 Medical and

Sales Representative and one sales supervisor for the total period.

* Set business plans and marketing plan, promotional campaign to align with the company strategy.

 **Senior Medical Representative in Novalac Company in Saudi Arabia since January 2011 till December 2011**

 **Medical Representative in Novalac Company in Saudi Arabia since August 2008 till January 2011**

* Best KSA sales achiever for years 2009 & 2010 and 2011 with growth 38 % & 40 % and 28 % over budget.

**PREVIOUS WORK EXPERIENCE in Egypt**

* Medical Representative in Otsuka pharmaceutical Co. in Egypt from 1/2006 till 5/2008 in Delta Region covering governmental & private line in sharkia.
* Medical Representative in SEGMA pharmaceutical Co. in Egypt from 10/2003 till 12/2005 in Delta Region

Plus as a pharmacist in my pharmacy in Egypt.

 **INSTRUMENT KNOWLEDGE PURVIEW**

1. Leadership, planner and organizational skills.
2. Business and management capabilities.
3. Excellent communication skills.
4. Capable of working successfully with both groups and independently.
5. Willing to learn more for gaining other skills and tasks.
6. A serious hard worker And Reliable
7. Costumers Oriented
8. Organization Conferences

**PROFESSIOANL ENHANCEMENTS**

Attended

 1-Marketing metrics Spain -2016

 2- Integrated Business plan in May 2014 in turkey

 3- Project and business planning in January 2014 in Lebanon

 4- Team building in 2013 in Jeddah KSA

 5- Mini MBA from Missouri state university in June 2013

 6- Effective leadership development – Portugal /2012

 7- Think out of the box – Lebanon / 2009

 7- XPS program – Lebanon / 2008

 8- Advanced Selling skills – Cairo /2006

 9- Basic selling skills – Cairo /2004

**PERSONAL DETAILS**

* Date of Birth : 14th October 1981
* Marital Status : Married and have 2 children
* Languages : Arabic, English
* Correspondence Address : Egypt. Cairo Nasr City
* Permanent Address : Dubai , motor city