**MARIAN ADEL AYAD**

**Marian**

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**CAREER OBJECTIVE:**

Seeking a challenging position, with opportunities for professional growth, whereby my academic background, Interpersonal, and marketing skills can be utilized and developed.

**EDUCATIONAL BACKGROUND:**

**Bachelor's degree in Science,** **Graduated May 2005**

Faculty of science, Cairo University

General grade: Good

**School:** Maadi Canal School (MCS) for language

Studied **Human Resources** in the American University in Cairo and acquired HR

Foundation Certificate from AUC.

Studied **English language** in the British Council in Egypt.

**WORK EXPERIENCE:**

**The Coptic Evangelical Organization for Social Services (CEOSS)**

*Senior Funding Specialist* **March 2015 – present**

Create a strong fundraising message that appeals to potential donors. Identify and contact potential donors.

Writing project's Proposal to the donors.

Follow up on the implementation of the granted projects.

Organize meetings with donors to convince them with the project's idea.

Organize Field visits to follow up the implementation of the project's activities. Maintain records of donor's information for future use.

Evaluate the success of previous fundraising events.

Ensure that all donor's reporting requirements are satisfied.

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| **Abbott Egypt** | **September 2009 - March 2014** |
| *Full Time Medical Representative* | **September 2009-January 2013** |

Focusing sales efforts to achieve sales target(s).

Planning work schedules as well as weekly and monthly timetables.

Visit Physicians to promote the products and provide them with data related

to the products.

Visit pharmacists to promote OTC products.

Building and maintaining positive working relationships with doctors.

Follow-up with physicians to gather feedback regarding their experience with

the products.

Organizing and attending regular company meetings, technical data

presentations, and briefings.

Keeping management informed by submitting activity and results reports.

Following up on and reviewing company products’ performance within the

market through the different indicators.

Responsible for carrying out presentations in group meetings on behalf of the new comers.

*Full Time Medical Representative in the Hospital Team* **February 2013 –March 2014**

Focusing sales efforts to achieve sales target(s).

Planning work schedules as well as weekly and monthly timetables.

Visit Physicians in Hospitals to promote the products and provide them with

data related to the products.

Building and maintaining positive working relationships with doctors.

Follow-up with physicians to gather feedback regarding their experience with

the products.

Identify key customers and visit them in their private clinics, not only in the

hospital.

Organizing and attending regular company meetings, technical data

presentations, and briefings.

Keeping management informed by submitting activity and results reports. Following up on and reviewing company products’ performance within the

market through the different indicators.

**SEDICO Pharmaceutical Company** **May 2006 – September**

**2009**

*Full Time Medical Representative*

Focusing sales efforts to achieve sales target(s).

Planning work schedules as well as weekly and monthly timetables.

Visit Physicians to promote the products and provide them with data related

to the products.

Visit pharmacists to promote OTC products.

Building and maintaining positive working relationships with doctors.

Follow-up with physicians to gather feedback regarding their experience with

the products.

Organizing and attending regular company meetings, technical data

presentations, and briefings.

Keeping management informed by submitting activity and results reports.

Following up on and reviewing company products’ performance within the market through the different indicators.

**SUMMARY OF QUALIFICATIONS:**

Professional **basic and advanced selling skills**, supported by selling skills courses in

Abbott Egypt.

Professional basic selling skills, supported by selling skills courses in Sedico

Pharmaceutical Company.

Excellent **communication skills**, supported by communication skills courses in Abbott

Egypt.

Excellent **presentation skills**, supported by presentation skills course in Abbott Egypt. Excellent **negotiation skills**, supported by negotiation skills course in Abbott Egypt.

Proficient in Microsoft Office (Word, Power Point and Excel). Very good knowledge of Internet search.

Fluent in both written and spoken English and Arabic languages.

**PERSONAL SKILLS:**

Trainable

Proactive and fast learning Self-motivated

Excellent Selling, communication, presentation, and negotiation skills.

**INTERSETS:**

Studying and applying soft skills Reading

Driving

Travelling