****Mahmoud

[Mahmoud.360593@2freemail.com](mailto:Mahmoud.360593@2freemail.com)

* **Academic Degrees:**

**Year 2010: Awarded Degree of Bachelor in Nursing – University of Jordan/Amman, Jordan.**

* **Vocational Experiences :**

**A Clinical Support Consultant in Al Madar Medical, from 1/06/2014 till 15/01/2017, Responsible for Smiths Medical (Portex and Level 1), Hill Rom (Respiratory Care), Pennine (Custom Procedure Packs), Sengewald (Surgical Draping Systems) All KSA Branches**

**A Product Specialist in WAISCO Riyadh, Saudi Arabia from 15/08/2013 till 29/05/2014, Responsible for Well Lead (Anesthesia and Respiratory Consumables) and Pennine Healthcare (Custom Procedure Packs)**

**A Registered Nurse in Dr. Sulaiman Al Habib / Orthopedic and Spinal Surgery Hospital / ICU Department from 22/12/2012 till 04/08/2013 Riyadh, Saudi Arabia**

**A Registered Nurse in Al-Essra Hospital / ICCU Department from 20/02/2011 till 03/04/2012 Amman, Jordan**

**Responsible for providing the sales team with the necessary technical expertise and info to enable them to sell the products. This involves detailed product training, prepare and present USP’s, printed and electronic promotional material and relevant clinical papers**

**Create effective sales presentations by thorough research and careful preparation not only to educate prospective customers about the product but also explaining how to meet their specific needs and help them achieve their goals**

**Responsible for conducting professional in-services, hands on training, detailing lectures, presentations and demonstrations to the customers**

**Responsible for reviewing product data to ensure that the field force is kept up to date on new developments regarding the companies or competitors’ products**

**Responsible for the preparation, operation and supervision of trade shows, conventions, and/or clinical meetings**

**Act as point of first reference for all product related inquiries, work collaboratively with the sales management to address any issues that may arise and solve products related problems for customers in an expeditious fashion**

**Close liaison with the field force to assess the response to and suitability of current promotional material and to ensure that the printed promotional material is being used optimally**

**Responsible for all contact with the supplier companies (Smiths Medical, Hill Rom, Pennine, Sengewald) and act as a connecting bridge between them and the customer**

**Responsible for the development of the annual marketing plan including positioning strategy, detailed goals by product, distribution channel and/or customer segment, major marketing campaigns, and detailed budget**

**Responsible for determining strategic items, penetrating underserved clinical markets, effective product launch and marketing campaigns**

* **Certificates :**

**American Heart Association Guidelines for Basic Life Support Certificate in 24/03/2012**

**American Heart Association Guidelines for Advanced Cardiovascular Life Support in 26/03/2012**

* **Computer Skills:**

**Internet and Emailing: Excellent**

**Microsoft Office: Very Good**

**Typing Speed: Very Good**

* **Languages:**

**Arabic: Native Language**

**English: Excellent Reading, Writing, and Conversation**

* **Personal Skills:**

**Business Acumen, Adaptability, Attentive, Dependable, Broad Minded, and Persuasive**

**Strong Verbal and Written Communications Skills, Excellent Presentation Skills, and Time Management**

**Sales Support, Project Management, and strong Training Skills and Research Abilities**

**Analytical and Critical Thinking, Decision Making, Problem Solving, and Efficient Under Pressure**