[Khaled.364291@2freemail.com](mailto:Khaled.364291@2freemail.com)

Nationality: Egyptian

Date OF Birth: 30/11/1990

KHALED EL

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| personal summary |  | A results driven, committed and articulate medical representative with excellent communication skills and a high level of customer commitment. Multi-skilled with the ability to plan & manage territory whilst and maintaining & developing existing and new customers through ethical sales methods. Possessing a good team spirit, deadline orientated and having the ability to succeed in a demanding sales environment.  Now looking forward to a making a significant contribution in an ambitious and exciting company that offers a genuine opportunity for progression. |
| Professional Achievements |  | establishing the trade division of abbott qatar Handling all the company agreements after Exploring all the pharmacies and meeting with all whom in charge of spacing, visibility and product phasing to increase our market share.  Creating the complete and updated pharmacy list and arranging the areas of coverage to be visited via all ABBOTT team. stabilizing the market of vitane pharmaceutical qatar Reestablishing the field reputation of the company after a long period of no medical rep coverage.  Decreased the overall stock level in the end users and stores in numbers and values.  Launching new products in the market with 70% coverage within 1st three months of the launch in prescription sites.  Slight Over Achieve in our target in 2014 (102.8%).  Stable achievements of targets per months till the end of October 2015. building the market of Ebnsina hospital companies Increased sales of B-Braun products and introduction to new customers.  Introduced the new medical breakthrough of bio-composites synthetic bone graft and making it available in new accounts.  . |
| key skills and competencies |  | Decision maker, problem solver & fast thinker all these skills have been enriched during the work.  Have a professional style of communication & ability to build rapport with prospective customers.  Proven experience in launching new products. |
| personal Skills |  | Building relationships  Smart appearance and presentable  Highly motivated  Social skills |
| work history |  | product specialist, vitane pharma, doha, qatar Started July 2014 - November 2015 product specialist, Ebnsina Medical, Doha, Qatar Started November 2015- April 2016 pharmacy rep, ABBOTT. Doha, QATAR Started in April 2016 till now |
| Education |  | BECHLOR DEGREE OF PHARMACEUTICAL SCIENCES, FACULTY OF PHARMACY, TANTA UNIVERSITY Graduated 2013 with general grade of good, I was honored to be chosen by my colleges to represent them through our graduation product, illustration and presentation in front of all professors was done by me. |
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