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| AHMEDAHMED.366635@2freemail.com  |

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|  | OBJECTIVESeeking for a Senior Medical Rep position in your reputable company where I can utilize my competenecies and skills to achieve the company short term&long term plans. To meet the company vision and mission. EMPLOYMENT HISTORY & EXPERIENCE:• SANOFI GULF, DUBAI, UAE. – Senior Medical RepresentativeApril 2011 till date.Responsibilities & Achievement: January 2015 till date: * Responsible for sales & promotion of Lanzor & Enterogermina

( ASTER & Zulekha hospital ).* Achieving 2015 plan with 20% PPG.
* Best Achiever Semester1 2016 124% achievement.
* Team Leader assignment starting from January 2016

( incharge of following up with 5 MR Dubai-NOE ).August 2012 till December 2014:* Responsible for sales & promotion of Tavanic & Xatral

(ASTER ,Prime medical center & Belhoul specialty hospital ).* Achieving 2013 plan with 25% PPG.
* 2014 Achieving 116% Vs plan with 30% PPG.
* Sales Force excellence Award 2014, Top 10 Gulf sales champions.

April 2011 till July 2012:* Responsible for sales & promotion of Tarivid & Flagyl.

( NMC , Zulekha , Belhoul specialty hospital , Belhoul European hospital& RAK ).* Achieving 2011 plan with 60% PPG.
* Achieving 2012 plan with 20% PPG.
* TABUK PHARMACEUTICALS , DUBAI, UAE. –Medical Representative

September 2010 – March 2011 * Responsible for sales and Promotion of ( Meiact , Quinox and Protec )
* Area : Bur Dubai
* GSK EGYPT , VACCINE UNIT –Product Specialist

August 2007 – August 2010* Job Description: Responsible for promoting of Rotarix and Hibrix Vaccine
* Part of great success in Rotarix & Cervarix Launch .
* Part of great success in innovative projects “ Back to school & Syndicate Twinrix awareness program.
* Achieving 100 % in 2008.
* Best Achiever in 2009 after achieving 120% of the target in both products.
* Best Achiever in 1st semester 2010 after achieving 116 % of Rotarix and achieving 120 % of hibrix target.

ACADEMIC BACKGROUND

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| **BACHELOR OF VETERINARY MEDICINE** | Bachelor Degree of Veterinary Medicine , Cairo University , 2007 |

TRAININGS COURSESWorld Sales Force Excellence (W S F E) for selling Skills ( GSK) ( 2009)Leadership & Motivation ( SANOFI ) ( 2016 )Assertiveness Selling skills ( SANOFI ) ( 2015 )Negotiations and communications Skills training( SANOFI ) ( 2014 )SANOFI Middle East Rep Academy (SANOFI) ( 2015)COMPUTER & LANGUAGE LITERACY* Fluent in using Excel, PowerPoint, Word.
* Fluent in English ( Written & speaking ).

HIGHLIGHTS OF QUALIFICATIONS* Ability to set short term&long term plans to be aligned with the company vision and mission.
* Cross functional alignment with (clear-open) communication.
* Identification and utilization the new market opportunities to deliver good results.
* Building profitable long term relationship with different stakeholders

( KOLs- KDMs- KAs –SUPPLIERS ) to ensure that we satisfy and anticipate there needs to keep leading position over the competitiors.* Excellent presentation & communication skills.
* Smart working, hard, ambitious and independent.
* Able to work under stress & self-motivated.
* Ability to face & solve market & territory problems.
* Team player.
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