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| AHMED  [AHMED.366635@2freemail.com](mailto:AHMED.366635@2freemail.com) |

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|  | OBJECTIVE  Seeking 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 Representative  April 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   |  |  | | --- | --- | | **BACHELOR OF VETERINARY MEDICINE** | Bachelor Degree of Veterinary Medicine ,  Cairo University , 2007 |   TRAININGS COURSES  World 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. |