

**OBJECTIVE**

Seeking a senior position in a progressive health care or sales

organization that offers opportunities for advancement, where

my skills and experience can be employed and developed.

**WORK EXPERIENCE**

2016 - Current ***International Pharmaceutical Products (IPP SARL),***

***Sales Manager, Lebanon***

* Driving the country business by designing and implementing a clear business plan
* Leading & training a team of 5 senior Sales employees
* Exceeding Sales target & set objectives from quarter one, thereby ensuring a sustainable growth and development in my line
* Meeting with MOH officials on behalf of the company to develop relations and follow up & ensure approval of new line of company products
* Attending & running “face to face” meetings with Major pharmacy personnel to ensure sustainable growth
* Performing scientific engagement activities with a selection of KOL’s from related disease areas to create awareness and the need for our unique line products
* Managing team and line budget for activities and negotiate & approve budget

2013-2016 ***GlaxoSmithKline, Clinical Research Project Lead, MEA,***

***Turkey & Pakistan***

* Management & oversight of GSK Clinical Projects in MEA Turkey & Pakistan, including in-house and outsourced teams for GSK Vaccine & Oncology projects, in collaboration with Medical, Sales, & Marketing teams
* Manage KOLs assigned on the clinical projects for GSK to ensure meeting assigned objectives (timelines, &

enrollment figures), while adhering to GSK SOP’s & local regulatory authority standards.

* Fostering a collaborative in-house with different GSK departments (Sale/Marketing/Medical) evident by leading periodic company meetings, to discuss project status and update risk management project checklist.
* Managing Oncology & Vaccine KOLs in the region
* Mastering Project Management skills by attending 2 project management training abroad (Belgium & Turkey)
* Managing and selecting “preferred partners” as per GSK SOPs by bid defense meetings and ensuring budget planning and negotiation
* Conducting Quality checks periodically to ensure Clinical projects (at any stage) are within the GSK/regulatory authority requirements & standards
* Conducting face to face clinical project trainings to KOLs and company team (CRAs, PMs, CTCs...)

2009-2013 ***Clintec International LTd, Senior Clinical Research***

***Associate, Quality control Performer for MEA region***

* Insourced By MSD for management & monitoring of international, late phase (II/III) clinical trials, & performing quality control & pre-inspection site visits in MEA region with focus on (Kenya/Senegal/Ghana)
* On time with enrollment with all assigned sights and clinical projects
* Actively involved in finding new sites and ensuring smooth start up according to Merck standards and in alignment with internal departmental goals for proper selection of KOLs
* Review & negotiation of budgets & project timelines as well as enrollment targets with KOLs and site mangers
* Training and management of new CRAs/CTCs
* Working across many disease areas (Diabetes, Cardiology, HTN, Osteoporosis, Women’s Health, Vaccines, Oncology, Pulmonary...)

2007-2009 ***Merck Sharp Dome (MSD), Clinical Research Associate***

* Management and monitoring of late phase clinical trials across the MEA region
* Site team training and management, including planning investigators local meetings
* Conducting regular site monitoring checks
* On target with all assigned clinical trial projects with regards to set timelines, patient enrollment and budget plan

2002-2007 ***American University of Beirut Medical Center***

PACU Registered Nurse, management of post operative

Patients including vita signs and pain

**Education**

1998-2002 ***American University of Beirut*** Beirut, Lebanon

Bachelor of Science in Nursing

2002-2006 ***American University of Beirut*** Beirut, Lebanon

Master Degree in Public Health

(Health Management & Policies)

**Certifications /Training**

* Selling Skills Beirut at IPP, Lebanon2016
* Project management training, Belgium 2013
* Quality Control training, Beirut 2010
* Clinical Project Manager training, Beirut 2010
* Clinical Research training, Glasgow UK, 2010

**LANGUAGES & COMPUTER LITERACY**

* Excel, Word, Power point (Experienced user)
* Fluent in written and spoken Arabic & English

**ACTIVITIES & HOBBIES**

* Sports, Music, Traveling
* Active Member of AUB Alumni

**PERSONAL DATA & REFRENCES**

Personal Data Name: Akram

Date of Birth: 16 Feb 1980

Nationality: Lebanese Gender: Male

Social Status: Married with 3 children