**Islam**

[Islam.367846@2freemail.com](mailto:Islam.367846@2freemail.com)

**Objective:**

**Seeking a professional opportunity in a respectable pharmaceutical company as medical representative that matches my field of interests and sales experiences where my academic background can be applied and my skills can be developed and further enhanced.**

**Personal Data:**

* **Driving License:** Available (Emirati 2012).
* **Current Visa :** Transferable employee visa.
* **Owen Car:** Available
* **Marital Status:** Married
* **Birth of Date :** 24/1/1984

**Education:**

Bsc, faculty of Veterinary Medicine, Alexandria University 2008.

**Selling Skills :**

1. IMS and sales report analysis.
2. Territory and time management.
3. KOLs Management (CVS – Endos – GPs)
4. OTC and pharmacy management.
5. Creative PowerPoint presentations.
6. Initiative and leadership capabilities.

**Working Experience:**

* Start My Career August 2008 till February 2012, as Medical representative at **NOVARTIS Egypt.**

1. Launching of *Triaminic, Dynamisan , Lamisil.* ( Rx Line )
2. OTC and Pharmacy Line.
3. Award of marketing case Sharm Sheikh Cycle meeting 2009.

* March 2012 till March 2014 Medical representative at **JAMJOOM PHARMA Abu Dhabi and Al Ain (GIT – CVS) Line.**
  1. GIT & Derma line ( Domperidone – Mebaverene – Terbenafene ) 2012 (Second best Achiever 136%)
  2. CVS line 2013 - 2014 Amlodebine Atorvastatin (Highest potential and contribution)

April 2014 till December 2016, Medical representative at **ALGORITHM .SAL , Sharjah and NE (CVS Line)**

* 1. Launch of LIVAZO (Pitavastatin).
  2. Inclusion of the product in (CPH – GMC Fujairah – RAK – UHS – SHARQ) and others.
  3. Award of best brochure creative idea and best role play Lebanon Cycle meeting 2016
  4. Responsible of NE including all private Key Accounts.
  5. IMS Rank 6th within one and half year among 36 Competitors.
  6. Got market share 2015 YTD of 3.6% Vs. total UAE 2.9%
  7. Livazo inclusion in Police Clinic Sharjah.

**Training courses:**

* Advanced selling skills course in Novartis.
* Presentation skills course in Novartis.
* Paradigm of thinking course in Novartis.
* Advanced selling skills course in Jamjoom.
* Negotiation skills course in Jamjoom.
* Assertive communication skills course in Algorithm (Kuwait).
* Social Styles training course in Algorithm (Lebanon).

**Language:**

* Arabic: Native.
* English: Fluent.

**Computer Skills:**

* MS Word – MS Power Point – MS Excel

**Reference are furnished upon Request**