|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Dubai Marina  United Arab Emirates | | | C/o 971501685421  [Shady.378251@2freemail.com](mailto:Shady.378251@2freemail.com)  Shady  Medical Representative | |
|  |  |  | |  |
| **About me**  Talented Medical Representative effective at building loyalty and long-term relationships with customers while exceeding sales targets. | |  |
|  | |  |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  |  |
| **Languages**  Arabic: Native  English: Fluent (Speaking, Reading and writing) |  |
|  |  |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  |  |
| **Education**  **Bachelor Degree**  Future University in Egypt - Class 2014  Pharmaceutical Sciences and Industries |  |
|  |  |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  |  | |  |
| **Skills**  Sales analysis  Negotiator  Extremely organized  Strong verbal commuication | Resource planning  Market trend analysis  Territory management  Proficiency with CRM systems |  |
|  | |  |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  |  | |  |
| **Certifications**  Novartis Customer Solution Model  Present to impress | Performance frontier (Novartis sales course)  Arrow and time sensitive sales calls |  |
|  | |  |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  |  |  |
| **Experience**  **Novartis Pharma Egypt**  line: Hypertension 2 (HTN2) Cardiometabolic franchise  From May 2016 to June 2017  Responsibilities:   * Promote products to physicians and HCP by executing effective and productive sales calls. * Manage military hospital accounts. * Arrange meetings, events and round table discussions with HCP to build rapport and get insights. * Collaborate with manager to develop and implement a territory and account plan. * Deliver presentations for product promotion and Disease awareness in group meetings. * Engage with peers and managers to learn best practices. * Create accurate reports of visits and customer activites on CRM systems and keep data up to date. * Identify and gather competitive information to obtain an edge over competition. * Learn and actively participate in training programs assigned by company. * Comply with company’s Business practices code, code of conduct internally and externally with customers and associates to maintain a culture of respect, diversity and productivity in the workplace. |  |
|  |  |

|  |  |  |  |
| --- | --- | --- | --- |
|  |  | **Personal info** |  |
| Name: Shady  Date of birth: 3/5/1991  Driving License:Available |  |