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| Dubai MarinaUnited Arab Emirates | C/o 971501685421Shady.378251@2freemail.com Shady Medical Representative |
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| **About me**Talented Medical Representative effective at building loyalty and long-term relationships with customers while exceeding sales targets. |  |
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| **Languages**Arabic: NativeEnglish: Fluent (Speaking, Reading and writing) |  |
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| **Education****Bachelor Degree**Future University in Egypt - Class 2014Pharmaceutical Sciences and Industries |  |
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| **Skills**Sales analysisNegotiatorExtremely organizedStrong verbal commuication | Resource planningMarket trend analysisTerritory managementProficiency with CRM systems |  |
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| **Certifications**Novartis Customer Solution ModelPresent to impress | Performance frontier (Novartis sales course)Arrow and time sensitive sales calls |  |
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| **Experience****Novartis Pharma Egypt**line: Hypertension 2 (HTN2) Cardiometabolic franchiseFrom May 2016 to June 2017Responsibilities:* 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.
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|  |  | **Personal info** |  |
| Name: Shady Date of birth: 3/5/1991Driving License:Available |  |