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|  | **Mansour**Email: Mansour.330876@2freemail.com.**Dubai** |

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| **Personal data:****Objective:****EDUCATION****TRAINING COURSES****OTHER SKILLS****Languages****EXPERIENCE** | **Date of birth: 13/5/1976****Nationality: Egyptian.****Marital status: Married** **Kids : 3 kids****Driving license : GCC Driving license**  **Attain a Challenging position in the Pharmaceutical field, where my demonstrated skills can be translated into improvement & growth, my experience & enthusiasm will have application & my motivational skills, exceptional personal skills, & energy would be an asset, in an organization valuing qualified professionals, with room for personal & professional advancement.****In hopes that you are currently seeking uniquely talented & experienced professionals, I'm sending you my resume to provide you with the details of my backgrounds & skills.** **I would be most anxious to discuss my career goals with you & make myself available for a personal interview at your convenience.** **University: Zagazig University.****Faculty: Veterinary Medicine .****Graduation year: May, 1999.** **Bachelor of Veterinary medicine****General average grade upon graduation: ( Pass )** **@ Basic and advanced selling skills****@ Management & Leadership****@ Time management****@ Communication skills****@ presentation Skills.****Computer Skills:*** Excellent command of Microsoft office windows

 applications.* Excellent in all branches of internet..

**Personal Skills:** * Self-learning and willing to learn.
* Able to accept risk, responsibility and enjoy working in a team.
* Ambitious with good communication skills with different types of people.
* Social, faithful, responsible, hard worker and organized.
* Motivated and creative with the ability to self-mange.
* Interest in using technology to improve work efficiency.
* **Arabic :** Mother tongue.
* **English :** Very good in writing and good in speaking.

**Managerial levels** **Egypt****Area Sales Manager In/Egypt****( April.2014 till Dec.2016)**Products :  Ophthalmology Line Depzabid eye drops(moxifloxacin) Zetrafenac eye drops(nepafenac) Olopatanol eye drops(olopatadin). Dermatology line Diacalderm oint. (calcibotriol betamethasone). Terbecomasil spry (Terbenafen).Target/month: 2500000 EP.Sales/month : 2300000-2550000 EP.**Job description :*** **Maintaining and increasing sales of the company's products**
* **Reaching the targets and goals set for my area**
* **Establishing, maintaining and expanding my customer base**
* **Servicing the needs of my existing customers**
* **Increasing business opportunities through various routes to market.**
* **Setting sales targets for individual reps and my team as a whole**
* [**Recruiting and training sales staff**](https://www.totaljobs.com/careers-advice/job-profile/sales-jobs/recruitment-co-ordinator-job-description)**.**
* **Allocating areas to**[**sales representatives**](https://www.totaljobs.com/careers-advice/job-profile/sales-jobs/telesales-job-description)
* **Developing sales strategies and setting targets**
* **Monitoring my team's performance and motivating them to reach targets.**
* **Compiling and analyzing sales figures**
* **Dealing with some major customer accounts.**
* **Collecting customer feedback and market research**
* **Reporting to**[**senior managers**](https://www.totaljobs.com/careers-advice/job-profile/sales-jobs/sales-director-job-description)
* **Keeping up to date with products and competitors.**

**============================================** **Saudi Arabia****District Manager in Al razi medical services****In KSA .(may/2010 till feb/2014)****Product :** **medical supplies as:** **Surgical Gloves , Cotton , Gauzes ,**  **Syringes , Hospital beds…****Responsible for 4 medical representatives**  **Target : 600000 S.R./month** **Sales : 570000 – 620000 S.R./month****Job Description:*** **Manages and directs a sales force to achieve sales and profit goals within a district.**
* **Designs and recommends sales and marketing programs and sets short- and long-term sales strategies**
* **Relies on experience and judgment to plan and accomplish goals.**
* **Performs a variety of tasks.**
* **Leads and directs the work of my team.**
* **Reports And market competitor's feedback.**
* **Weekly Meeting with my subordinates with several objectives as :**
	+ **Discuss the doctors' visits of each medical rep.**
	+ **Discuss the milestone of each medical rep. versus his target**
	+ **Corrective measures and action plans.**
	+ **Evaluate Every medical rep. and make appraisal with him.**
	+ **Discuss the plan of next week based on the coverage, required action plan and company objectives.**
* **Sit my plan of next week according to the developmental plan of each medical rep. , corrective measures of each medical rep. and coverage of my key opinion leaders list.**
* **Create effective business relationship with KOLs**
* **Organize group events and conferences for KOLs**
* **Sales reviewing and analysis with my subordinates and mangers.**

 **Medical Representative** **Egypt** **Life Scan Johnson & Johnson(Jan/2000 to Jan/2003) responsible for all delta/egypt****Product: Sure step**  **Smart scan**  **( Blood Glucose Meters And Strips Job description :** 1. **Demonstrate the device uses to internal medicine doctors.**
2. **Hospital tenders.**
3. **Organize check-up days in pharmacies and hospitals to the consumers**
4. **Organize round tables discussion to key opinion leaders.**
5. **Writing reports and competitors feedback.**
6. **Collecting customers' data base.**
7. **Discovering customers' needs.**

**Novartis (Sandoz) (Jan/2003 to****Dec/2005)** **Product : Serviflox (ciprofloxacin )** **Bidroxil (Cifadroxil)** **Ceftraiaxone inj ( Ceftraiaxone )** **Target : 40000 e.g./month** **Sales : 50000-60000 e.g./month** **------------------------------------------------------------------------****Saudi arabia****Julphar KSA (Feb/2006 till****April/2010)** **Product: Sarf (Ciprofloxacin).** **Azomycin (atheromycin)** **Rantag ( Ranitidine )**  |