IBRAHIM MOHAMED GAMAL EL-DINE

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**Summary Of Qualifications**



* Medical Sales Representative with Over 10 Years Experience and Strong Skills in Marketing, Revenue Enhancement, Training and Sales Management.
* Demonstrated track record of successful in-person account management skills within healthcare industry to cultivate relationships and surpass sales goals.
* Successful in new account acquisition and growing existing account sales. Outstanding relationship building, and presentation skills. Intelligent, articulate, and driven to succeed.
* Solid sales and marketing expertise for showing, promoting, and selling products including use of marketing strategies, tactics, product demonstration and sales techniques.

**Work Experience**



**SENIOR PRODUCT SPECIALIST –** Egypt February 2016 – November 2018

**Managed marketing and selling X-ray, Ultrasounds, Echo and C-arm devices to cardiologists, radiologists, and gynecologists in different territories.**

* Consistently ranked in the top employees of the company for primary product (Ultrasound and X-ray machines) against displaced lower-priced, better-established generic competitors.
* Successfully launched, and marketed new revolutionary devices to specialists, doctors, and interventional radiologists.
* Achieved 130% of the year’s quota and received Salesman of the Year award for fiscal year 2017-2018.
* Created sales competition, which produced a 30% increase in annual sales.

**TERRITORY MANAGER –** Becton-Dickinson & Company

Alexandria, Egypt

August

2009 – January 2016

**Managed Diabetic Care Sales Department for two major cities, Alexandria and Damanhur.**

* Excelled at articulating product benefits to medical providers.
* Recognized as one of company’s top-producing sales professionals.
* Planned & hosted marketing events, seminars, conferences and represented the company's brand at meetings.
* Identified potential new sales opportunities and then working to develop them in to key accounts.
* Increased territory sales by 20% in the 2011-2012, 2012-2013 fiscal years earning a # 1 ranking in sales increase.

**Medical Sales Representative** –Banaja Trading company Eastern province, Saudi Arabia

November 2008 – July 2009

* Promoted company products in Major Hospitals, chain pharmacies, and managing key account subagent.
* Initiated and cultivated communication with interested organizations.
* Developed physician specific marketing plans, serviced new and existing accounts and managing marketing funds.

**Medical Sales Representative, ,** –El-Borg Pharmaceutical Company Alexandria, Egypt December 2007

- October 2008

**Marketed Cosmeceutical and Dermatological Products to pharmacies and doctors.**

* Maintained and increased sales of the company’s products.
* Promoted dermatological products and launched new cosmeceutical products.
* Presented weekly Audio/Video presentations for new customers.
* Followed on existing customers, refreshing calls and turned in both sales reports and customer complaints.

**Education & Skills**



**Education: B.A IN PHARMACEUTICALS** University of Alexandria, Alexandria, Egypt – 2007.

**Trainings: “Volusion Secrets ”**, GE ALKAN, March 2017 |

**“Fundamentals Traning On GE Healthcare OEC Surgery”,** GE ALKAN, July 2017.

**Skills:** Arabic native language | English – fluent (reading, writing and speaking )| French – limited workingproficiency | Target Account Selling | Extensive Clinical and Medical Terminology Knowledge | Detail oriented | Team player |

Microsoft Office Suite – Word, Excel, Power Point, Outlook; Windows/ XP; Mac OS X.