**AMJAD**

**Place and Date of birth**:August 4th, 1979–Abu Dhabi, UAE

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| --- | --- | --- |
| **Nationality:** |  | Jordanian |
| **Address:** | Abu Dhabi-UAE |
| **Mobile:** | +971 504753686 |
| **E-mail:** |  | Amjad-399540@2freemail.com  |

**Driver Licenses :** UAE and Jordan

**UAE residency :** Available

OBJECTIVE

To obtain a position in Marketing or Sales field in a Reputable Company with permanent and stable work.

EDUCATION

Bachelor of Science in Veterinary Medicine, Jordan University of Science &Technology (2005)

EXPERIENCE

*Abu Dhabi-based Company (August 2019**–**present)*

* + Business Manager
* Responsible for the overall sales of the Veterinary Business and Agricultural products in UAE market of veterinary pharmaceuticals, feed additives and Agri-products.
* Coordinates sales forecasting, planning, prepare and manage annual budgeting processes used within the sales organization.
* Ensure a suitable and complete product portfolio with the intended tenders (government and projects).
* Works to ensure all sales opportunities and marketing organization objectives are assigned in a timely manner.
* Leads the selection and evaluation of business impact for new brands/ products.
* Ensure our brand message is strong and consistent across all channels and marketing efforts (like events, email campaigns, web pages and promotional materials).
* Analyze consumer behavior and determine customer personas.
* Identify opportunities to reach new market segments and expand market share.
* Monitor competition (acquisitions, pricing changes and new products and features).
* Follow up the registration processes, supplier purchasing, customer orders, minimum stock and expiry.

**AGRINAVET FOR VETERINARY & AGRICULTURE DEVELOPMENT CO.** *Amman, Jordan*(*November 2013**–**July 2019)*

* + Technical & Sales Manager
* Responsible of technical and selling our specialist items of BOEHRINGER INGELHEIM & MERIAL for Equine, sheep, goats, cattle and Poultry Vaccines and veterinary products to our particular accounts.
* Lead a team by providing guidance, training and mentorship, setting quotas and goals, creating plans and analyzing data.
* Make good relationships with most integrated companies.
* Support the customers with technical information and promotional materials for Equine, large animals and Poultry Veterinary Medicines and Vaccines.
* Increased company sales by shared product knowledge and campaigns with new and current customers.

Participate in setting the annual plan based on a study and variables of the market and items in coordination with the administration

- Follow up tenders.

**PREMIER SHUKUROGLOU CYPRUS LTD.** Distributor of Poultry Novartis A.H. in somecountries of Middle East before sold to Elanco.

*Nicosia, Cyprus* (*May 2011- September 2013)*

* + Area Sales and Technical Consultant – Middle East 
* Follow up technical, sales and marketing of NOVARTIS ANIMAL HEALTH & PREMIER large animals, equine, poultry and pets’ products in some countries of Middle East.
* Study and analysis the markets (animal population, requirements, prices & competitors).
* Business development and doing successful trials and seminars of Novartis Veterinary Medicines and Public Health products in some countries.
* Design Technical Brochures and arrange for participating in exhibition.
* Marketing planning and created a strategic roadmap for positioning new and old products to penetrate new markets.
* Support and training customers with technical information.
* Design technical brochures and arrange for participating in exhibition.
* Good knowledge of commercial trading activities, B2B, External shipping and Exports following.

**MEDMAC FOR MANUFACTURING AGRICULTURAL CHEMICALS AND VETERINARY PRODUCTS LTD.**

*Amman, Jordan*,

* Regional Sales Supervisor (*April 2007 - April 2011)*
* Responsible to Follow up Markets sales of Veterinary pharmaceuticals in Middle East and some African Markets (MENAF)
* Veterinary department technician and management (Forecasting, Planning, Meeting and Follow up Sales team), follow up agent's orders from door to door.
* Directed cross-functional team in strategic marketing initiatives including team leader and budgetary to achieve forecasting process by weekly team meetings.
* Make trials and promote new veterinary products in poultry and Large animal farms.
* Follow up Registration, Shipping, Payments (LCs) and Stocks.
* Follow up Local market agents (financial, suggestion & orders).
* Design Brochures & Posters (medical information) for veterinary products.
* Technical support in Pharmacological information related the product.
	+ Follow up Veterinary and Agricultural tenders for customers, big farms, municipalities and governments.

**PET-PLUS VETERINARY CLINIC**

*Amman, Jordan*,

* Veterinarian (*May 2005 - Mar 2007)*

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* + - * Examine dogs, cats and exotic birds to detect and determine the nature of diseases or injuries.
	+ Collect body tissue, feces, blood, urine, or other body fluids for examination and analysis.
	+ Vaccinate animals against various diseases such as rabies, distemper, FPLV, FCV, FHV.
	+ Advise animal owners regarding sanitary, feeding, general care & medical conditions.
		- Treat acute illnesses, infections, or injuries and Making Decisions and Solving Problems.
* Specialize in a particular type of treatment, such as dentistry, pathology, nutrition, surgery and internal medicine.

TRAINING AND COURSES

* **Quality Workshop**

Boehringer Ingelheim – Dubai, UAE (1st – 2nd of July 2019)

* **Area Management workshop**

Boehringer Ingelheim – Berlin, Germany (10th – 13th Oct, 2016)

* **Sales Management, Seminars and Sales Training Programs**

Premier Shukuroglou Cyprus Ltd – Nicosia (4th – 8th July, 2011)

* **Technical training of Animal Health**

Novartis Animal Health Dept. – Athens, Greece (19th – 23th June, 2011)

* **Business Field Coaching (District-Regional and/or Sales Supervisors and Sales Managers)**

Future Intl. Group for Marketing and Sales Services - Amman 19th – 21th January, 2010

* **Business English**

Optimal Academy – Amman

1st – 30th November, 2009

SKILLS/STRENGTHS

* **QUALIFICATIONS**
	+ - Ability to work in team and autonomously, high learning agility and adaptability to change.
		- Motivated, hard worker and problem solver.
		- Technical support as veterinarian and customer service skills, teaching (seminars) and training skills.
		- Good knowledge of Poultry meat processing.
		- Ensure consistent good customers relationships to achieve Company goals.
		- Ability to make Strategic Marketing and budgetary planning.
		- Excellent company promotional, communication skills and Business Development.
		- Report writing and Computer skills.
* **LANGUAGES**
	+ Fluent in Arabic (Native Language)
	+ Excellent of English both Writing and Spoken.