



Mahmoud Saeed Fathy Elnaggar

Home : Tanta, Egypt

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Gender: Male **Date of birth:** 07/11/1993 **Nationality:** Egyptian

ABOUT ME

I'm presentable , fast learning , self-confident , always find a way for development , dynamic , team player , hardworking , and also flexible in all fields of job. My objective is to find ways to be a leader in pharmaceutical Sales .

WORK EXPERIENCE

[09/2023 – Current]

Sales Supervisor

Xeedia Pharma

City: Tanta

Country: Egypt

Supervisor for Gharbia and Menofia (CVM Line)

[01/2023 – 8\2023]

Sales Supervisor

Xeedia Pharma

City: Tanta

Country: Egypt

Supervisor for Gharbia and Qalyoubia (CVM Line)

[01/2022 – 12/2022]

Team Leader

Xeedia Pharma

City: Tanta

Country: Egypt

Team leader (CVM Line) responsible for three medical reps.

[05/03/2021 – 12/2021]

Medical representative

Xeedia Pharma

City: Tanta

Country: Egypt

Chest-Git Line

[20/01/2021 – 03/2021]

Key account specialist (Hospital line)

Penta pharma

City: Delta 2

Country: Egypt

[01/11/2018 – 20/01/2021]

Senior medical representative

Novell pharma

City: Tanta

Country: Egypt

responsible for promotion of CVS line (Fibrorel, Lipovastatin, Idiror, Aspico, Demafight)

[30/07/2017 – 30/10/2018]

Medical representative

Utopia

City: Tanta

Country: Egypt

responsible for promotion of CVS line (Torseretic , downsterolin)

EDUCATION AND

TRAINING

[09/2012 – 06/2017]

BSC of Pharmaceutical sciences

Faculty of Pharmacy, Tanta University

City: Tanta

Country: Egypt

LANGUAGE SKILLS

Mother tongue(s): Arabic

Other language(s):

English

LISTENING C1 READING C1 WRITING C1

SPOKEN PRODUCTION C1 SPOKEN INTERACTION C1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

DIGITAL SKILLS

Microsoft Office | Microsoft Word | Microsoft Excel | Microsoft Powerpoint | Social Media

CAR

Nissan Sunny 2018

DRIVING LICENCE

Available

MILITARY

Exemption

COURSES

[05/2022 – 05/2022] **Situational leadership and Coaching (Xeedia Pharma)**

Oral Presentation development (Novell Pharma)

Advanced selling skills (Novell Pharma)

Customer focus selling skills (Utopia Pharma)

Sanofi future access training as a M.R " 2014& 2015&2016"

AIP training as a M.R "2015"

PERSONAL SKILLS

Excellent communication & negotiation skills.

Honest, ambitious & self-confident.

Self-motivated, hard worker & reliable.

REFERENCE

Dr. Reda Youssef " District manager " at Xeedia Pharma "01002517037"

Dr. Walid Tamim "Line sales manager " at Novell Pharma and Xeedia Pharma "01069180060"

Dr. Hamed Moustafa "Distric manager" at Utopia Pharma "01099681602"
