

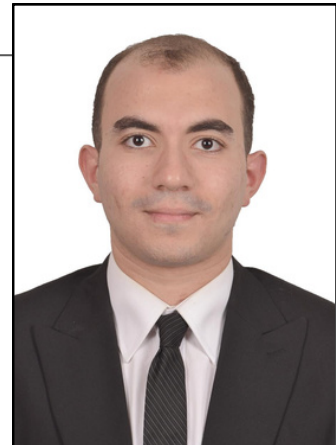
AHMED MOHAMED NASSAR

SENIOR MEDICAL REPRESENTATIVE

CONTACT

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15 January 1996



PROFILE

A diligent and inquisitive medical sales representative with strong academic and analytical skills, acknowledged for crafting creative sales tactics that resulted in increased area sales by 85%. Actively pursuing a role that leverages my expertise in medical sales to drive market growth and customer engagement, within a reputable organization where i can apply my skills and knowledge.

EDUCATION

Bachelor in Pharmacy 2013-2018

British University in Egypt

Overall Grade: Very good

High School degree Graduated June 2013

The Egyptian Language School

Science and Biology

SKILLS

- Professional sales and negotiation: Skilled in professional saels tactics and negotiation strategies to close deals effectively
- Analytical abilities: Proficient in conducting market analysis to identify trends and opportunities
- Interpersonal skills: Strong communication abilities for building and maintaining client relationships.
- Presentation skills: Capable of delivering engaging presentations to educate healthcare professionals.
- Time management: Highly organized in managing schedules, deadlines and documentation.
- MS Office User
- Territory management: Experienced in planning and overseeing regional territories to maximize sales.
- Team & Independent work: Able to work both independently and collaboratively within a team.
- Problem Solving: Adept at active listening and resolving challenges effectively
- Leadership: Demonstrated leadership in training and mentoring junior team members.
- IQVIA Sales force OCE

WORK EXPERIENCE

Senior Medical Sales Representative

Modern Pharma

August 2022 - Present

- Educating health care professionals as Cardiologists, Gastroenterologists, Neurologists and Pediatricians on products information.
- Conduct comprehensive market analysis, to identify new business opportunities and maximize sales in my territory.
- Led the launch of new products, achieving a 100% increase in incremental sales in the first quarter.
- Achieved 40% increase in sales revenue over one year through targeted marketing strategies and relationship building with Key Opinion Leaders.
- Monitoring and analyzing market trends and competitor activities, to stay up to date with the dynamic market.
- Trained and developed junior medical sales representatives resulting in 45% improvement in team performance.

Medical Sales Representative

Apex Pharmaceuticals

April 2019 - August 2022

- Promotion of products among Cardiologists and Psychiatrists addressing customers needs and resource management.
- Effectively managed territory business and collaborated with team members to enhance sales.

Medical Sales Representative

SAJA Pharmaceuticals

August 2018 - April 2019

- Promoted women health-care products among gynecologists and dermatologists establishing strong client relationships.
- Providing accurate and up-to-date product information to health care professionals, ensuring alignment with the health guidelines.

Product Specialist Intern

Sanofi Aventis

July 2017 - October 2017

- Conducted market research and gathered insights from pharmacies to maximize product sales.

COURSES AND CERTIFICATES

Principles of Marketing

October - December 2023

American University in Cairo

- Market research
- The Marketing Mix
- Value proposition
- Branding and positioning

Effective Communication and Advanced Sales Master Class

SAJA Sales Pro Academy

October 2018

- Selling skills
- Negotiation tactics
- Team management
- Identifying customer needs
- Creating market opportunities

LANGUAGES

Arabic Mother Tongue
English Fluent spoken and written
German Beginner