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Peter Medhat Fahmy

Personal Information:

- **Date of Birth:** 22/08/1987
- **Nationality:** Egyptian
- **Marital Status:** Single
- **Position of recruitment:** Exempted
- **Have a Driving license & Car**

Career Objective:

As the District Sales Manager, I am responsible for leading and overseeing the sales performance of a team of medical representatives in the Upper Egypt region. I have been working in the pharmaceutical industry for over fourteen years, and I have a proven track record of achieving sales targets and objectives, developing and implementing sales strategies, and managing customer relationships.

I hold a mini certificate in sales and marketing from the Arab Academy for Science, Technology and Maritime Transport, and a bachelor's degree in biochemistry from Minia University. My core competencies include coaching and mentoring sales staff, conducting market analysis and research, and delivering quality products and services to the healthcare sector. I am passionate about improving the lives of patients and enhancing the reputation and growth of my company.

Education:

Bachelor of Science 2008

2004 - 2008

Biology department - Minya University.

Courses and Training:

- Mini Certificate in Sales & Marketing from Arab Academy for Science, Technology and Maritime Transport.
- Professional Diploma in Marketing from Arab Academy for Science, Technology and Maritime Transport.

Languages:

- **Arabic:** Native Tongue
- **English:** Very Good

Experience:

- ▶ **Current position is District Sales Manager at BIOMED From 1/11/2023 TILL NOW**
- ▶ **Former District Sales Manager at Al Andalous From 1/2022 TILL NOV 2023. Upper Egypt from Fayoum to Qena city.**
- ▶ **Former SENIOR ACT AS SUPERVISOR at AUG pharma From 09/2019 - 12/2022**
- ▶ **MEDICAL REPRESENTATIVE at AUG pharma From 04/2016 - 08/2019**
- ▶ **Senior Medical representative at Hochster Pharmaceutical Industries From 01/2012 - 01/2016**
- ▶ **Medical sales representative at Top Pharma From 02/2009 - 11/2011**

Personal Skills:

- Great Ability toward Achieving goals and perform new tasks quickly
- Adaptable to work well with all levels of management and people
- Situational Management.
- Negotiation skills.
- Selling and Marketing skills.
- Excellent communication skills.
- Excellent presentation skills.
- Leading and persuasion Skills.

Computer Skills:

- Internet surfing (Proficient in online research, including using advanced search techniques and reputable databases).
- Digital marketing: (Google Analytics, Google Ads, SEO tools like SEMrush or Ahrefs)
- Microsoft Office (Microsoft Word – Microsoft Excel – Microsoft Power point).

I hope that my qualification match your requirement.