

# Mohamed Abdelnaby

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## **Professional Objective:**

I aspire to join a reputable organization committed to developing and marketing products that preserve and improve the quality of life. An enthusiastic individual with excellent Time management skills, communication skills, and a team player with the ability to get along with everyone.

## **Previous Experience and Responsibilities:**

### ***Sales Manager at ALHIKMA CO. – All UAE [April 2019-till present]***

- Managing the sales and marketing process of medicines and medical supplies consists of more than 28 SKUs.
- Managing the medical and sales representatives All over UAE.
- My role includes but not all:
  - Designing and implementing a strategic sales plan that expands the company's customer base and ensures its strong presence.
  - Managing recruiting, objectives setting, coaching ,managing collection and monitoring team's monthly sales to ensure they are achieving their target .
  - Planning and setting the annual sales Target for the team individually.
  - Engaging and handling KOL customers, solving market and team obstacles and capturing new opportunities in the market.

### ***Line Manager, primary care –Julphar , All UAE [APRIL 2017- March 2019]***

- Managing and growing Julphar's primary care business with a total value of 22M/Y.
- Managing a team of 7 MIOs
- My role includes but not all :
  - Overseeing and managing employees to fulfill business goals.
  - Providing guidance, instruction, motivation and feedback to employees on a day-to-day basis
  - Presentation of company's brands via group meetings and conferences in hospitals.
  - objectives setting, coaching and performance monitoring of sales representatives.

### ***Senior Medical Representative, Julphar,UAE [ Jan 2016- March 2017]***

- Organizing appointments and meetings with community and hospital-based healthcare staff
- Demonstrating and presenting products to healthcare staff including doctors, nurses and pharmacists ( Dubai, Ajman & Alain)

### ***Medical Representative, Julphar,UAE [Oct 2013 - Dec. 2015]***

- Organizing appointments and meetings with community- and hospital-based healthcare staff
- Demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists (Area: N. Emirates)

### ***Medical Representative, Adwia,Egypt [ June 2010 – Feb. 2012 ]***

- Handling and growing ADWIA co. Acute medications line, Handling key customers and affiliating with internal and external stakeholders. (Alexandria- east )

## ***Medical Representative, European Egyptian pharmaceutical ind., Egypt***

[Oct 2007 – May 2010]- Alex. East

- Organizing appointments and meetings with community- and hospital-based healthcare staff and presenting products to healthcare staff including doctors and pharmacists. (Alexandria – east)

### **Education:**

*Bachelor's degree in veterinary medicine. Alexandria University, Egypt [2001 - 2006].*

### **Training & SKILLS:**

- Leadership and Management Training Courses Directory (ISTAMBUL-TURKEY-2017 )
- CRM TRAINING (applied CRM system , Trends ) JTC - UAE
- Presentation selling skills (DSP –Egypt)
- Hospital selling skills ( JTC-UAE)
- Negotiation Skills” Training (JTC-UAE)
- Effective communication skills (JTC-UAE)
- Professional Advanced Selling Skills (JTC-UAE)
- Basic Selling Skills and advanced selling skills ( DSP- Egypt)

### **Awards:**

- Awarded from Julphar as best achiever -Pantonix (Incentive trip, ITALY 2017)
- Appreciation letter for (outstanding performance in JULMENTIN AND LIPIGARD 2016)
- Appreciation letter from Julphar marketing depart. 2018 . for Dora Achievement.

### **Attended and actively participated:**

- Standalone Meeting (Julmentin) Barcelona 2018
- Standalone Meeting (Pantonix ) Italy 2017
- Emirates Otorhinolaryngology Audiology and Communication Disorders Congress 2017.
- DUPHAT 2016-2017-2018-2019.

### **Languages:**

- Arabic: Excellent communication skills in reading, writing and speaking (native).
- English: Excellent communication skills in reading, writing and speaking.

### **Personal Information:**

- Nationality: Egyptian
- Date of Birth: 5/10/1984
- Marital Status: Married
- Driving license: UAE driving license.
- VISA STATUS : Residency visa

*References and all certificates are available upon request.*