



# Ahmed Mamdouh Mahmoud

Medical Sales Representative

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📍 Dubai, United Arab Emirates 🇪🇬 Egyptian 🛡️ Completed 🏹 Male

🚗 Valid Driving licence

## 👤 PROFILE

Competent Medical Sales Representative with more than 8 years of experience of sales and commercial excellence in Pharmaceutical companies, Expert in Orthopedic, Rheumatology, CNS, Internal Medicine, Gastroenterology, Chest , Cardiovascular and Vascular Specialities with successful track of records.

## 👛 PROFESSIONAL EXPERIENCE

03/2017 – 12/2024  
Cairo, Egypt

### **Liptis Pharmaceuticals**

Medical Sales Representative

- Promoting Dorofen Brand for Orthopedic and Rheumatology Specialities.
- Promoting Vaxato (Rivaroxban) For Orthopedic, Chest , Cardiovascular and Vascular Specialities.
- Launching Several Products like Prinorelax (Cycloenzabrine) , Unsiatem ( Febuxstat ) and Scorch ( Esmoeprazole).
- Liptis National Best Achiever 2017.
- Responsible for Main Key Accounts at Cairo Government.
- Achieve setting targets with a remarkable growth.
- Achieve Certin KPIs Target ; PCF, Coverage and ADC.
- Developing strategies for increasing opportunities to meet and talk to contacts in the medical and health care sector.
- Making presentations to Doctors, Practice Staff Hospital doctors and hospital doctors and Pharmacists in the retail sector.
- Building and maintaining positive working relationships with medical staff and supporting.
- Administrative staff.
- Managing budget for (Outside Speakers ,Conferences , Hospitality, etc.)

02/2016 – 02/2017  
Cairo, Egypt

### **Hikma Pharmaceuticals**

Medical Sales Representative

- Promoting Tavacin (Levofloxacin) , Pepzol (Omeprazole) , Flexilax (Methocarbamol).
- Achieved 103% 2016.
- Monitoring Competitors activities and Competitors' Products.
- Anticipating potential positive impacts on the business and adapting strategy accordingly.
- Arranging Appointments with Doctors, Pharmacists and Hospital Medical teams.

## 🎓 EDUCATION

Cairo, Egypt

### **Bachelor's degree in Pharmaceutical science**

Misr International University

Cairo, Egypt

### **High school degree**

El Nozha Language School

## SKILLS

### **Analytical Skills**

Analytical, Business Orientation

### **Communication & Interpersonal Skills**

Cooperative, Helpful, Encouraging and Responsible

### **Negotiation Skills**

Able to negotiate, Coping with pressure and stress

### **Up Selling**

Able to increase and grow in sales

### **Organized & Result oriented**

Planner, Creative thinking and detailed

### **Computer Skills**

Microsoft office (Excel, Word and Power Point)

## LANGUAGES

Arabic



English



## COURSES

### **'Good to smart' Selling Program**

Sigma Learn

### **Advanced Selling Skills, Communication Skills, Presentation Skills**

Liptis Pharmaceuticals

### **Selling Skills, Negotiation Skills, Presentation Skills**

Hikma Pharmaceuticals

## REFERENCES

**Available upon request.**

**Ready to begin immediately.**

**Ready to allocate immediately.**