

# Mohamed Ismail

Internet City

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## Duties & Responsibilities

Over 7 years of experience in

Pharma and Cosmetics mainly • Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work

of Sales & marketing as a highly

schedule to call on existing or potential sales outlets and

confident Sales Representative other trade factors.

with exceptional multi-tasking • Submits orders by referring to price lists and product and organizational skills. Having literature.

extensive experience of Pharma • Keeps management informed by submitting activity and and cosmetics products, results reports, such as daily call reports, weekly work plans,

Focused skills in planning and and monthly and annual territory analyses.

executing business strategies, • Monitors competition by gathering current marketplace

developing new market information on pricing, products, new products, delivery

channels and building strong schedules, merchandising techniques, etc.

relationships with Doctors, • Recommends changes in products, service, and policy by

Decision makers and Pharma evaluating results and competitive developments.

market leaders. Works • Resolves customer complaints by investigating problems;

collaboratively with sales team developing solutions; preparing reports; making

to achieve individual and recommendations to management.

company target. Seeking a • Contributes to team effort by accomplishing related results as challenging position in a needed.

Professional Company to utilize • Building relationships and lasting communication with my existing skills and existing and potential clients.

experience. • Prepare and pre-prepare any papers or documents the

customer may need to conduct agreements and conclude

EDUCATION contracts.

• A detailed explanation of all the company's products and

Alexandria University, Egypt services in operation, and encouraging customers to acquire

September 2011 - May 2015 them.

Bachelor of Commerce • Attention to customer problems and assistance in solving

them, and transferring complaints and suggestions to the

## Work Experience

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### **Sales Representative- Pharma**

Multi Pharma

January 2018 to December 2019

#### Duties & Responsibilities

Over 7 years of experience in Pharma and Cosmetics mainly • Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work of Sales & marketing as a highly schedule to call on existing or potential sales outlets and confident Sales Representative other trade factors. with exceptional multi-tasking • Submits orders by referring to price lists and product and organizational skills. Having literature. extensive experience of Pharma • Keeps management informed by submitting activity and and cosmetics products, results reports, such as daily call reports, weekly work plans, Focused skills in planning and and monthly and annual territory analyses. executing business strategies, • Monitors competition by gathering current marketplace developing new market information on pricing, products, new products, delivery channels and building strong schedules, merchandising techniques, etc. relationships with Doctors, • Recommends changes in products, service, and policy by Decision makers and Pharma evaluating results and competitive developments. market leaders. Works • Resolves customer complaints by investigating problems; collaboratively with sales team developing solutions; preparing reports; making to achieve individual and recommendations to management. company target. Seeking a • Contributes to team effort by accomplishing related results as challenging position in a needed. Professional Company to utilize • Building relationships and lasting communication with my existing skills and existing and potential clients. experience. • Prepare and pre-prepare any papers or documents the customer may need to conduct agreements and conclude EDUCATION contracts.

- A detailed explanation of all the company's products and

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## Education

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### **Bachelor's**

## Skills

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MS OFFICE, MARKETING, PRESENTATION SKILLS

## Additional Information

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SKILLS

- Check the medical needs of these various medical
- ❖ Smart Worker institutions for medical consumables and create sales
- ❖ Self-learning opportunities with them.
- ❖ Working under pressure • Create and maintain lead opportunities of sales to different
- ❖ Decision Maker organizations that utilizes medical consumables.
- ❖ Presentation Skills • Maintain an accurate daily record of visits to clients and their
- ❖ Sales feedback on the visits.
- ❖ Marketing • Reaching all customer segments at those times designated
- ❖ Negotiation for that, regularly, and without interruption
- ❖ Communication • To properly and appropriately display the goods or services
- ❖ Team Work and encourage consumers to accept them.
- ❖ Planning • Achieving high profit rates for the company or the
- ❖ Marketing organization in which he works by increasing sales
- ❖ Presentation • High ability to listen to consumer complaints and satisfy them, by addressing these complaints
- ❖ MS Office
- Follow-up of the market and its new fluctuations and
- ❖ The ability to take requirements first-hand to carry out any development or responsibility
- modernization process, whether for the product or the service responsible for its promotion and sale.
- Carry out plans and future goals for the sales promotion and marketing process.