RESUME



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Regional Key Account Manager and Market Access Manager Lead, **MBA holder major International Marketing and strategic Business** have diversified firm healthcare experiences with top multinational organizations.

On professional business level in sales and marketing and Clinical education and training holding different positions in between different markets such as the **Egyptian and KSA market**, working for different therapeutic areas as **Respiratory Line, Oncology Line, Ophthalmology Line, Medical aesthetics and Derma Line**.

I am aiming to add value & obtain a challenging sales/ commercial position at a multinational company where I can:

- Reinforce and utilize my diversified Pharma & Healthcare experience.
- Become able to give my best at the company & meaningful position that add value.
- Capitalize on my set of interpersonal skills & business acumen.

EXPERIENCES

Bayer Healthcare Egypt: Regional Key Account Manager and Market Access Manager Department Head

-(April 2021- till present)

-Sales and Marketing strategies and Business Development Lead.

-Implementing Bayer's marketing strategies in Egyptian market to identify potential sales opportunities.

-Achieving Bayer's in Market and to market sales target.

-Planning sales force effectiveness and training development for sales reps.

- **ALLERGAN (Abbvie): Riyadh Zone Market Access and Key Account Manager Medical Aesthetics (Botox and Fillers)**

  - Central Region (Riyadh and Dammam) (May 2018- Nov. 2020)

- Sales Target 5M $ leading a team of 4 Reps., Proceeding Country's Nationalization (Saudization)

- Clinical Education Programs and training Sessions for HCPs on fillers and Botox Injection Sites.

-Taking the responsibilities to develop and maintain long term partnership with key and major accounts.

-Building trust and offering solutions and mutual benefits that confirm win-win situation.

-Clear understanding of customers' needs and the company's objectives.

- **Allergan: Product Specialist - KSA**
  Riyadh center- Full Profile (July 2016- May 2018)

- **Novartis: Advanced Medical Rep. – Egypt**
  Respiratory Line (March 2015 - May 2016).

- **Military Service: Drug Factory & Medical Services- Egypt**
  Head Administration (Feb. 2014 – Mar. 2015).

- **GlaxoSmithKline: Medical Rep. – Dermatology – Egypt**
  (Launching Spectraban) (July 2013 - Jan. 2014).

SKILLS & CORE COMPETENCIES:

- Hands-on, Self-starter, accountable & self-motivated Pharma-sales professional, driven to get the desired goals done & always passionate to improve & develop myself consistently.

- Perform via "Can Do" & “Make it Happen” Attitude.

- Thinking strategically with strong business acumen & capabilities to seize business opportunities.

- Highly efficient to build rapport and communicate with effectively with different styles & behaviors in a scientific, professional & trustworthy..

EDUCATION

- **Masters of Business Administration (MBA):** from Arab Academy for Science and Technology in collaboration with Cardiff University- May 2020

- **Bachelors of Pharmacy and Drug Design Program:** May 2013
  Ain-Shams University, Cairo GPA: 3.34 – **Excellent**
  Graduation Project: Stem Cell Therapy in Diabetes: **Excellent**

- Horus Language School – Cairo – 2008
- Thamer International language School (TIS) Jeddah, KSA – 2003
- Global International language School (GIS) Jeddah, KSA - 2000

Language Skills

- Arabic: Mother tongue
- English: Fluently written and spoken
- French: Good
- Computer skills: Experienced in computer literacy, MS – Office & Applications.

Personal data

Date of birth: 30/11/1991 - Jeddah, KSA

Nationality: Egyptian

Marital Status: Married, with one daughter

Military Service: Complete

References: furnished upon request.