



Abdelgawad Shabaan


Sales Representative

Personal Info


 abdelgawadelsaid1811@gmail.com


 +966-568005848

 Saudi Arabia

 Married

 Egyptian

 2572668511

 04-07-1994

Education

● Bachelor's

Management systems
and information
2012 - 2015

Skills

The ability to manage time and work under pressure and work in the group

The ability to deal with others through the art of conversation and communication to confront problems at work and find solutions to them

The ability to use modern technology in the field of work

Languages

Arabic -Native Speaker

English - good

Summary

I am pleased to apply to work in your great edifice, which everyone who belongs to it is proud of. I am an experienced Sales representative with 8+ years in this field.

I have been promoted to many Positions and I gained experience that strengthened my skills in the art of sales process and customer service.

Personal goal: self-development and gaining information and experiences

The institutional goal: Work to raise the organization's efficiency and increase its productivity

Work Experience

Sales representative, Pharma Overseas Company, pharmacy and wholesale sector Egypt

March 2016 - May 2019

Nature of work: Meeting doctors and pharmacists, building relationships characterized by trust and credibility with customers, working on the sales achieved, developing current customers' withdrawals through daily visits, finding the appropriate way to solve the problems of existing and new customers, developing new customers and gradually increasing their sales volume with the company. Working on the monthly target, collecting the customer's monthly demands, and leading the sales team consisting of telesales, a distributor, and store management to provide the best service to the customer and achieve the monthly target

Head of Sales Unit at Pharma Overseas Company, Private Hospitals Sector, Egypt

May 2019 - March 2024

Nature of the work: Full responsibility for the sales areas in the sector, following up on the movement of each representative in his area, and training the representative on dealing with the hospital administration, including a purchasing officer, chief accounts officer, pharmacist director, and pharmacist assistant, working in the sales areas with major hospitals, meeting with senior officials in major hospitals, determining their sales power, coding them in the sector, and setting credit limits. They have to follow up on the daily sales of the representative and the telesales, establish relationships with the manufacturing companies and their sales team, transfer the sales operations through the company's sector, obtain approvals for the items offered at the discount granted to the hospital from the manufacturing companies, follow up on the items, inventory movement, daily offers, shortages, and target companies, follow up on customer problems, follow up on collection and payment methods, and work on the expansion. The horizontal goal is to increase the number of customers in the regions, achieve the company's monthly target, and achieve the goals of the company's senior management.