Sara Al Nems

Sr.Key Account Specialist

**Career Objective**

A hard working Key Account Specialist with an experience of 3+ years in sales and marketing at major private hospitals in the Western and Eastern Area( KSA).Main Experience in Injectables and Heavy medication lines in various therapeutic Areas ( Anesthesia, ID, Oncology, Cardiovascular, Radiology, ER).Seeking an opportunity in the medical field where I can contribute my experience to the job requirements and enrich my career

**Work Experience**

**Tabuk Pharmaceuticals Manufacturing Co.**

**Key Account Specialist** July 2018– till now

(Established in 1994, Tabuk Pharma develops, manufactures, markets and distributes various pharmaceutical products, in addition to other pharmaceutical products it manufactures for international companies in its factories inside and outside the Kingdom of Saudi Arabia.)

**KEY RESULTS:**

* Responsible for promoting Anesthetic and injectable line in Tabuk Pharma
* Acted as a key link between Tabuk Pharma and Healthcare Professionals through
* developing adequate professional relations with identified customers to help them.
* identify cases where they can prescribe/dispense/ use our products for the benefit of
* their patients
* Strategically increased the awareness of Tabuk Pharma Products through
* continuous learning and sharing of latest information for healthcare providers.
* Maintained Accurate Customer lists and records through documenting, updating,
* and analyzing customer data continuously
* Ensured the achievement of pre-determined objectives following company values.
* and beliefs; ensure implementation of marketing plans as well as the use of
* territory/product/competitor knowledge
* Shared market feedback, knowledge and experience gained in the assigned field.
* Lunched New Products from Tabuk pharma in the private sector through
* departmental meetings at hospitals
* Represented Tabuk pharma and participated in Clubs, Societies, and Conventions
* for (Oncology, Anesthesia, ICU, and ID, and ER Specialties) in the Western and Eastern
* Area
* Represented tabuk pharma DUPHAT 2019.
* One and half years’ experience in the **Western Area** Private Hospital (July 2018-2019)
* One and a half years’ experience in **Eastern Area** Private Hospitals (Jan 2020-till now)

**MADI International for sales and Distribution** ( **Cosmetics** ) (Jeddah, K.S.A)

**Sales Representative** June 2017– May 2018

(Madi International operates successfully in 6 countries at GCC under multiple concepts and leads its markets by being the trendsetter in the professional beauty industry)

**KEY RESULTS:**

* Met and exceeded targets (market share/market share growth) within agreed budgets and timescales.
* Achieved agreed contact, coverage, and frequency targets through face to face and meetings and delivered agreed customer centric activities within operating budget.
* Promoted defined Madi (Skin Care) products according to campaign briefs and policies.
* Assisted in coaching of team including of ongoing coaching and counselling through regular field visits.
* Ensured outstanding personal and team knowledge, and understanding of Madi priority skincare products, medical information, product strategy, positioning, key messages, and programs.
* Effective communication with territory colleagues and relevant members of other teams e.g. Healthcare, Hospitals, Polyclinics, Derma Clinics in order to understand, maximise and drive territory.

**Adamco Pharmaceuticals ( Syria)**

**Medical representative ( Part Time)** (2015-2016)

(is the first national company that manufactures cardiovascular medicine since its establishment.It is the main distributer for multinationional brands ex: Bayer . Today, the company has ten varieties of cardiovascular drugs which have absolute confidence of the Syrian Ministry of Health as a result of its quality and effectiveness, unlike many of the similar pharmaceuticals.)

**KEY RESULTS:**

* Cold Calls and Visit Prospects on Location
* Set appointments with hospital staff and administrators.
* Build relationships with hospital staff.
* Educate Medical staff on the benefits of medical services.
* Provide product demonstrations and support.
* Place replenishment orders at existing accounts
* Communicate between sales, marketing, and support teams to improve customer.
* experience

**EDUCATION & QUALIFICATIONS**

* King Khaled International School in Riyadh (2003-2010)
* Najd national school in Jeddah (2011)
* Bachelor’s degree in pharmacy, University of Damascus, Syria (2016)

**Workshops & COURSES**

* **Communication Skills Training** (Workshop- –MADI International )
* **Sales Skills Training** (Workshop- – MADI International)
* **Emotional Intelligence Training** (Workshop- – MADI International)
* **Negotiation Skills Training** (Workshop- Tabuk Pharmaceuticals)
* **Focus Selling Skills** (Workshop-Tabuk Pharmaceuticals**)**
* **Time management Skills** (Workshop-Tabuk Pharmaceuticals)
* **Management Skills** (Workshop-Tabuk Pharmaceuticals)

**(LANGUAGE PROFICIENCY**

* Arabic : Mother Tongue
* English : Fluent
* French : Fair

**COMPUTER SKILLS**

* Excellent knowledge of windows applications, professional internet searcher.

**INTERESTS**

* Reading, Traveling, and Drawing.

**PERSONAL INFORMATION**

Address : Eastern Region -Dammam

Email : sara.ennims@gmail.com

D.O B : 21/2/1993

Mobile : +966530559009

Nationality : Palestinian

Marital Status : Married

Visa status : Transferable Iqama

**Iqama Profession** : **Sales Representative**

***References Furnished Upon Request***