

ANAS HAMDAN

Assistant Branch Manager

00966-53 827 4410 | A.Samhadaneh@icloud.com | Saudi Arabia - Western Province | Jeddah - Prince Sultan Street

WORK EXPERIENCE

SALES REPRESENTATIVE - NOVARTIS

Khobar, SA

MAY 2011 - DEC 2014

- Since I started my job in TAMER CO. I successfully created an informations base of all our direct accounts in eastern province of SA, contains... their addresses, names, phone numbers, duties schedule, and that idea has been applied in all TAMER's branches, because it constricted the time & effort by 20%.
- Achieved Yearly Sales & Collection Target started in 2011 Till 2014.

KEY ACCOUNT SPECIALIST - AMCO & ABBOTT

Khobar, SA

JAN 2015 - Jun 2018

- Achieve sales target - selling right products and quantities to the matched customers through discovering and matching the market demand by accurate follow up after good forecasting demand by accurate follow up after good

PRODUCTS SPECIALIST - ALJEEL MEDICAL COMPANY

Jeddah, SA

MAY 2012 - Nov 2014

KEY FUNCTION QUALITIES

- Lead on data gathering & analysis from different researches and reports (sales, market share, penetration, consumer behaviors) to provide insights for brand plan development.
- Provide close support and supervision of the field RSMs along with their work and implementations thought regular field visits.
- Drive sales growth and exceed activity targets with long-term care and community territory.
- Attention to detail in maintaining all customer account activity in the CRM and utilizing weekly data analysis to maximize territory efficiency.
- Focus on strategizing the development of consumer compass: brand purpose, brand demand space, consumer target, emotional & functional benefits, brand personality, attributes and values; as well as category strategy: pricing, path to purchase, promotions.
- Lead development of Brand annual marketing plans and operational plans.
- Create a good competitive image between the other competitors by promotions and pricing strategy.

EDUCATION

Bachelor's in Marketing

Amman, Jo

Jan 2007 - Nov 2011

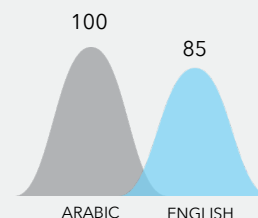
Key Subjects:

Informations for Business, Marketing Mix, Management, Strategic, Customer Relationship, Value & Creation.

WHO AM I?

- **Full Name:** Anas H. Samhadaneh
- **Place of Birth:** Saudi Arabia
- **Date of Birth:** 11 Aug 1987
- **Nationality:** Jordanian
- **Material Status:** Single
- **Place of Residency:** Saudi Arabia
- **Iqama Status:** Vallid & Transferable
- **Iqama No:** Available on Request
- **Permanent Home Address:** Jordan
- **possess a full valid Driver's License and a clean driving record.**

LANGUAGES



PROFESSIONAL SKILLS

Analytical Capability	90
Business Thinking	95
Problem Solving	95
Team Management	90
Innovation & Renovation	90
Communication Skills	95

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TRAINING'S

- Effective communication training organized by Novartis
- Team management training organized by Novartis
- Money, human and administrative management.
- Stock takes management training organized by account dept.
- Planning and implementation of sections (FMCG Section).
- Health & hygiene training organized by Al-Jeel Medical Management.
- Follow up order and promotion training organized by Tamer Group.

VOLUNTEER

- "Steps For Life" Program to support cancer patients at The King Hussein Cancer Foundation Center.
- "Letters of Hope" Program to support cancer patients at The King Faisal Specialist Hospital.
- Coin Boxes Program to support school kids at AL-Sidieq Elementary School.

REFERENCES

- MR. Shareef Abdulfattah
- Country Area Manager At Tamer Group
- 00966-53 827 4410

COMPUTER SKILLS

- MS "Microsoft" Environment
- Outlook
- Network Applications
- SAP
- CRM Salesforce "Customer Relationship Management"
- Oracle E-Business Suit
- Enterprise Resource Planning (ERP) Systems.

INTERESTS

sales pricing
distribution imc
marketing logesti
analysis branding
plan Reading
management Computer-
skills business
administration
promotion
forecasting
agreements

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