



ZAYAAD MOHAMED ABDELBAGI MOHAMED

KEY ACCOUNT MANAGER AND MARKETING EXECUTIVE

Sudan

zj19870@hotmail.com

0538192561

28/11/1987

Riyadh, Saudi Arabia

Objective

Short-term

Complete MBA in UoPeople, and be fluently about Photoshop skill in the next 6 months

Long-term

To be a major asset to the company I am working for, running major events through the organization I would be working for.

Skills

Language:

English, Arabic (First Language)

Computer:

Good working knowledge of MS Excel, word and power point, plus basic graphic design skills.

Full current clean driving license.

Interests

I enjoy reading novels, scientific researches and articles.

I like writing and listening to music. I love to swim whenever I had the chance.

References

Mr. Haroon Aslam, Supply Chain Manager.
+966502702783

Dr. Mussab Isam, Purchase Executive.
+966581032325

Education

Omdurman Islamic University, Pharmacy.

2005 - 2011

Bachelor of Pharmacy, Majored in Industrial Pharmacy

Work experience

ARMAL GNC, Key Account manager and Marketing Executive

JAN 2018 - NOW

Sold nutritional supplements to businesses throughout a national territory. Managed a portfolio of up to 100 accounts that generated more than \$1 Million in annual revenue.

Prospected, cold called, scheduled meetings, conducted sales presentations, performed client needs assessments, sold services using consultative sales techniques, overcame objections, negotiated contracts, closed sales, and performed general account management.

Traveled to client locations to retain client accounts and sell new products. Built and maintained relationships with Business Owners, Store Managers, and Product Buyers.

Grew portfolio of accounts from zero to more than one hundred.

Applied sales forecasting techniques and strategic planning to verify sales and profitability of products, lines and services for ARMAL's accounts.

ARMAL GNC, Operation Supervisor

JAN 2017 - DEC 2017

Supervised six stores in Riyadh and six stores in eastern region. planned inventory, appointed staff, and managed to follow up with monthly targets and daily achievements.

ARMAL GNC, Store Manager

JAN 2016 - DEC 2016

Provided quality service to customers and organized stock and order to warehouse.

Fast Intel. Co. - Micro Labs - Sudan, Medical Representative

MAY 2013 - DEC 2015

Managed sales and detailing of products in the city of Omdurman to Doctors and pharmacists.

Additional information

All of my work experiences have involved working within a team-based culture. This involved planning, organization, coordination and commitment

LinkedIn account: [linkedin.com/in/zayaad-mohamed-6a8228129](https://www.linkedin.com/in/zayaad-mohamed-6a8228129)

Saudi Commision registration No.16-R-P-0002809

Transferable Iqama

Sahar Modern Pharmacy - Sudan, Pharmacy Manager

NOV 2011 - APR 2013

Managed pharmacy inventory, ordering and staff.

Activities

ARMAL GNC, Training specialist

JAN 2020 - NOW

Creating training materials and setting up webinar training sessions to store staff all over Saudi Arabia.

ARMAL GNC, Regulatory Affairs Officer

JAN 2016 - JUN 2016

Helped as part time in regulatory affairs department for filing dossiers, enquiry follow-up and renewals.

Honors & Awards

2021: (TOT)Train of the Trainers.

2021: Graphic Designing Training.

Certifications

NOV 2020: Scored band 7 in IELTS