

## Cover Letter

Dear Gents,

I am writing to express my interest in playing a role in your organization. Since I have the objective of targeting a challenging career opportunity in one of the leading pharmaceutical company, in the domain of business development, based on more than 12 years' experience in pharmaceutical industry diversified between different sectors, different geographical areas in MENA region for one of the largest pharmaceutical companies.

The exceptional track record I have had that impregnated with an in-depth understanding of pharmaceutical market, leadership capabilities and mastery in market and sales management, has enabled me to effect highly strategic inputs to enhance the overall profitability of organizations I had worked for when I joined Nahdi Medical Company (More than 1200 pharmacy retail stores) in Saudi Arabia in the pharmacy operation sector or Egy-Phar Company in Egypt.

As such I submit herewith my application and detailed biographical particulars for your kind consideration and perusal. Looking forward to invite me to interview with you and discussing my competencies in detail to explore possibilities by which I can make both tangible and intangible contributions towards driving your business objectives.

I believe the competencies I have acquired along the course of my life would be valuable assets for your organization and your clients.



# Sameh Gamal

## About Me

Licensed pharmacist with B.SC. Of Pharmacy & Professional Studies in Business Development and outstanding interpersonal skills with a track record of establishing positive relationships & records with Guests, Health Professionals, & Organizations.

## Career Objective

Seeking professional growth in my career path & development, while being able to utilize my strong organizational, educational, and exceptional people skills. Where my innovative ideas and skills are being utilized as well as enhanced.

## Work Experience

### Pharmaceutical Operations

Nahdi Medical Co. KSA 2009 - present

Responsible for managing pharmacy services and operations, distinguished by the responsibility for planning, organizing and coordinating pharmacy services and operations.

### Medical Representative

Egy-Phar Co. Egypt 2007-2009

Key link between my Co. & healthcare professionals, reaching & exceeding annual sales targets, Planning work schedules, weekly and monthly timetables, Building and maintaining positive working relationships, and keeping up-to-date with the latest clinical data

## Professional Courses

- Marketing Diploma AIPS USA
- Organizational Learning & Development
- Leading with Emotional Intelligence
- The Neuroscience of Learning
- Learning How to Learn Program
- Foundation of Instructional Design
- Other On-Job Training Programs

## References

Found upon request

## Academia

- **B.SC. Pharmacy**  
Alexandria University  
2007
- **Marketing Diploma**  
American Institute of  
Professional Studies  
AIPS 2016

## Professional Skills

- Communication Skills
- Patient Counseling
- Negotiation Skills
- Managerial Skills
- Problem Solving
- MS Office

## Personal Skills

- Time Management
- Fast Learner
- Team Player
- Organized
- Motivated

## Contacts

+ 966 53 765 0358

Da.sameh2020@gmail.com