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| **Ahmad W. Al-Saih** |
| **Dammam , Saudi Arabia** |

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| **Contact** |
| **Tel:** +966544476000, +96264397004**e-mail :** ahmad\_saih@hotmail.com |

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| **Personal Information** |
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| **Date of Birth** : April 1982. **Place of Birth** : Saudi Arabia.**Marital Status** : Married.**Nationality** : Jordanian**Iqama Status** : Transferable |
| **Objective**  |

Professional expert with solid experience in sales and marketing in Pharmaceutical and Consumer field Seeking a challenging senior position in a professionally managed pharmaceutical or Consumer organization, where I can utilize and enhance my knowledge, skills, competencies, and experience in the field of pharmaceutical industry.  |

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| **Skills and Competencies**  |
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| * Native Arabic speaker and very good command of English (speaking and writing).
* Excellent Internet user, knowledge of office applications, and overall computer knowledge.
* Key accounts management skills.
* Using IMS &GFK data in order to market share analysis.
* Familiar with digital marketing and social media.
* Full understanding of Planning & Executing of marketing projects.
* Positive personality and high ability to learn and develop new skills.
* Excellent communications, selling, and negotiation skills.
* Attention to details, good analytical, and problems solving skills.
* Leadership and managing people skills.
* Highly skilled at preparing and delivering presentations.
* Planning, Organizing and managing territory and time for optimum productivity and results.
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| **Professional Experience** |
| **Abdullah Alsalman Medical Company- FMCG personal care April2021-Present****Key Account Manager, (Saudi Arabia-Eastern Area)** Establish and develop ta rapport with a portfolio of major accounts (Dawaa pharmacies, Tamimi markets, Mazraa markets, and others). Prepare products details, and marketing agenda PPPT to be delivered for key accounts purchasing head . Acquire a thorough understanding of key customer needs and requirements. Expand the relationships with existing customers by continuously proposing solutions that meet their objectives. Ensure the correct products and services are delivered to customers in a timely manner. Serve as the link of communication between key customers and internal teams. Resolve any issues and problems faced by customers and deal with complaints to maintain trust. Play an integral part in generating new sales that will turn into long-lasting relationships. Prepare regular quotations and forecasts to internal and external stakeholders using key account metrics.

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| **GSK-Consumer Healthcare**  | **New Picture** |
| **Senior Medical Representative Consumer line, (Saudi Arabia-Dammam) Feb2012 -Dec2020****Reporting to Medical Detailing Supervisor:** * Assess clients’ needs and present suitable promoted products.
* Liaise with and persuade targeted HCPs to prescribe consumer GSK products (Panadol portfolio, Voltaren EG, Otrivin, Fenistil, Centrum, & Oral health) utilizing effective selling skills and performing cost-benefit analysis to many specialties of HCPs (Dentists, ENT, Orthopedic, Pedia, and GPs).
* Work with sales & marketing teams to develop strategies and implement brand strategies to  ensure a consistent marketing message.
* Build positive trust relationships to influence targeted group in the decision-making process.
* Monitor and analyses data and market conditions to identify competitive advantage.
* Keep accurate records and documentation for reporting and feedback by using GSK Call reporting system (Med E Rep, Veeva, and E Detailing system).
* Pursue continuous learning and professional development and stay up to date with latest medical data.
* Segmentation, targeting, and positioning project in three stages to maximize of business effectiveness and efficiency against market competition.
* Leading implantation of marketing projects and tasks efficiently to raise awareness of GSK brands.
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| **AVALON Pharma**  |  | **avalonlogo** |
| **Medical Representative, (Saudi Arabia-Riyadh)** |  | **Nov.2007-May.2010** |
| Reporting to Area Manager:* Promoted of company products in many clinics (ENT, Dentists, Surgery, Pedia, OB-Gyn., GP, and Derma)
* Covering of zones: Olaya (North of Riyadh with its all Hospitals), Al-Kharj, and Wadi Aldawaser.
* Establishing successful relationships with physicians and pharmacists, maintaining consistent communications and building rapport.
* Participated in successful launching of strategic products (Avomeb, Avocin, Avocom, Salinose plus NS)
* Success stories to introduction of company important products in big centers like, AlHammadi, Dallah, SMCH, and others.
* Monthly, Weekly forecasts, and break down the target into smaller segment to meet the company budget.
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| **Rawhi Pharmacy (Jordan-Amman)** | **307320_116582788446131_2114817264_n** |
| **Pharmacist**  | **Mar.2005-oct.2007** |
| Reporting to Pharmacy Manager |

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| **Education** |
| 263938_409441785790115_821658792_n **2015** Diploma in Business Management & Entrepreneurship logo-small

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|  **2005** **1999**  | Bachelor’s degree of Pharmacy, Alzaytoonah University of Jordan (Amman-Jordan). High School (Jeddah, KSA) |

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| **Courses and training** |
| * First Choice selling skills training in Jeddah 12/2016.
* Negotiate training session by INNOVARA- Dr. Essam Refaie in Abu Dhabi Sep/2014
* Patient Focused-GSK Selling Skills Model in Riyadh- Feb/2014.
* WSFE-GSK Sales Call Model Core Training in Dubai-Sep/2012.
* GSK-Presentation Skills in Dubai-Sep/2012***.***
* Pain management training in Dubai- Sep/2012.
* AVALON Pharma Communication and Selling Skills Course that presented in Riyadh-Feb/2009
* The Winners Company Course in Communication Skills in Pharmacy practice which held in Amman-Jordan/2007.
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| **Others**  |
| * Authorized by the SaudiCommission for Health Specialties.
* Member in Jordan Pharmaceutical Association
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**References and supporting documentation available upon request.**