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| |  | | --- | | **Ahmad W. Al-Saih** | | **Dammam , Saudi Arabia** | | |  | | --- | | **Contact** | | **Tel:** +966544476000, +96264397004  **e-mail :** [ahmad\_saih@hotmail.com](mailto:ahmad_saih@hotmail.com) | |
| |  | | --- | | **Personal Information** | | |  | | --- | | **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. | | |
| |  | | --- | | **Skills and Competencies** | | |  | | --- | | * 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. | |  |  | | --- | | **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.   |  |  |  | | --- | --- | --- | | **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. | |  |      |  |  |  | | --- | --- | --- | | **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. | | | | **Rawhi Pharmacy (Jordan-Amman)** | | **307320_116582788446131_2114817264_n** | | **Pharmacist** | | **Mar.2005-oct.2007** | | Reporting to Pharmacy Manager | | | | | |
| |  | | --- | | **Education** | | 263938_409441785790115_821658792_n **2015** Diploma in Business Management & Entrepreneurship logo-small   |  |  | | --- | --- | | **2005**  **1999** | Bachelor’s degree of Pharmacy,  Alzaytoonah University of Jordan (Amman-Jordan).  High School (Jeddah, KSA) | |  |  | | --- | | **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. | |  | | **Others** | | * Authorized by the SaudiCommission for Health Specialties. * Member in Jordan Pharmaceutical Association | | |

**References and supporting documentation available upon request.**