

Othman Mohamed

Al Minya, Egypt



dr.osman82@gmail.com

[linkedin.com/in/othman-mohamed-583979168](https://www.linkedin.com/in/othman-mohamed-583979168)

+201092440668



Summary

A multi-talented pharmacist with over 15 years of experience in both Egyptian and Saudi pharmaceutical markets. Outstanding attributes include planning and improving overall operations, saving costs and increasing revenue while focusing on self and people development.

Education



Minya University, Bachelor of Pharmaceutical Sciences 2007

Experience



District Manager "Egypt"

Capital Pharm. Jul 2019 - Present

Located, developed, and promoted talented employees to cultivate a collaborative and hardworking 5 members leadership team.

Started with 31000 EGP total sales; shoot up sales and accomplished 250000 EGP, despite the pandemic effects on the economy.



Joker Pharmacist "Saudi Arabia"

Al-Dawaa Medical Services Co. Mar 2016 – May 2019

Worked with pharmacies supervisors to resolve operational problems to ensure providing exceptional customers service.



District Manager "Egypt"

Infinity Pharma for Pharmaceuticals. Jan 2013 - Dec 2015

Located and developed talented employees to cultivate a collaborative and hardworking 5 members leadership team. We have established a new company business in the area. 2015 best achiever of Cairo, Giza, and the upper-Egypt regions.



Product Specialist "Saudi Arabia"

Hikma Pharmaceuticals. Jan 2011 - Dec 2012

Promoting and selling "Takepron, Megamox, Oflam, and Dielomax". 2012 best achiever in total line sales.



Pharmacy Manager "Saudi Arabia"

Nahdi Medical Co. Jan 2009 – Dec 2010

Established a new pharmacy in Yanbu city, achieving a tremendous amount of sales in a short time. Today, that branch is the second biggest branch in the company with the same basics and arrangements I implemented in 2009.



Product Specialist "Egypt"

Orchidia Pharmaceutical Industries. Jan 2008 - Dec 2008

Promoting and selling "Ioprost, timogel, Tears guard and Orcadexoline". 2008 best achiever in Ioprost launching and Orcadexoline sales.

Licenses & Certifications



LinkedIn Learning

- Leadership Tips, Tactics and Advice
- Organization Design
- Becoming Head of Sales: Developing Your Playbook
- Working in Harmony as a Senior Team
- Project Management: Healthcare Projects
- Using Neuroscience for More Effective L&D
- Multinational Communication in the Workplace
- Grammar Girl's Quick and Dirty Tips for Better Writing



Coursera

- Better Business Writing in English
- Stanford Introduction to food and health
- Yale Introduction to Psychology
- Edinburgh Introduction to Philosophy
- Yale Everyday Parenting: The ABCs of Child Rearing



Udacity

- Digital Marketing Professional
- Digital Marketing Challenger Track
- Business Data Analysis



Simplilearn

- Introduction to Project Management - 3761088
- Introduction to Data Analytics – 3786057
- Business Analytics with Excel – 3821537



Udemy

- Time Management Mastery
- Persuasion and Influence skills



McKinsey & Company

- McKinsey Forward program



Infinity Pharma for Pharmaceuticals

- Management And Leadership



LOGIC Training & HR Development

- Strategic Pharmaceutical Selling "SPS"



Nahdi Medical Co.

- Pharmacy Management Skills



Orchidia Pharmaceutical Industries

- Basic Selling Skills



Amideast

- C1 Advanced English



NPS MedicineWise

- Talking Mental Health With Young People



Egyptian Wrestling Federation

Republic Champion

Skills

Othman Mohamed - page 2

•Business Analysis •Strategic Planning •Management •Leadership •Coaching •Problem Solving •Negotiation •Teamwork