



# Amr Adly Kamel Moustafa

**Address at KSA:** Khobar, Saudi Arabia.  
**Mobile number:** +966545660943  
**Email address:** dr.amradly@yahoo.com

## Overview

A dynamic, self motivated, results oriented executive with focus on strategic imperatives, and growth outcomes. Experienced in Egypt, Saudi Arabia markets.

## Personal Data

**Nationality:** Egyptian  
**Date of Birth:** 19 Jan 1988  
**Religion:** Muslim  
**Interests & Activities:** Squash, Music and swimming.  
**Marital Status:** Married.  
**Gender:** Male.  
**Driving License:** Valid.

## Education

**Bachelor of Pharmacy, Faculty of Pharmacy, Zagazig University.**

[Graduated 2011 with a total grade: Good]

## Profile

Hard worker can work as an individual or a team member. Able to perform under pressure, excellent communication skills, and problem solving.

## Field Experience

- Pharmacist at (Al Mohafza) Pharmacy (2007-2011)
- **(Aug 2010-Oct 2010) Training as a medical representative at Hekma Company.**
- **(Aug 2011 - Nov 2011)Medical Representative at Eva pharma(Egypt)**
  - Member of Virology team responsible for discovering new opportunities, filtering and customers segmentation for TTT of Hepatitis B virus
  - Responsible for achieving sales budget for rare diseases
  - Covering (Qalubia-shobra alkhaima)
  - Responsible for dealing and introducing the product in key accounts (Banha university-tamen hospital-Nile hospital)
- **(Dec 2011 - Feb 2012)Medical Representative at GSK pharma(Egypt)**
  - Member of Respiratory team responsible for discovering new opportunities, filtering and customers segmentation.
  - Responsible for achieving sales budget for Asthma ,COPD and Allergic rhinitis
  - Covering (Qalubia)
  - Responsible for dealing and introducing the product in key accounts (Banha university-Toukh hospital-Chest hospital)
- **(March 2013-March 2020) Senior Medical Representative at Abbott Pharma Saudi Arabia Eastern zone.**
  - Member of team who were responsible for Cardio-Metabolic) line at Private-MOH-Institution Hospitals.
  - Hospital team in Eastern region KSA (Almanaa hospitals- Almwasat -Soliman Al Habib -NG-King Fahad) hospitals.
  - Developing programs to capture untapped opportunities and fill the performance gaps
  - Introduced Omacor in the hospital's formulary (Al Mane-Al Ahsa-Al Mosa) and increased market share against existing Lowering TG product at my territory .
  - Introduced Omacor King faisal university .
  - introduced Lipanthyl in (Al Mane-Al Salama-Al Ahsa-King faisal university .
  - National Guard-King fahd hospital best performance in Hofuf in 2019 .

- Achieving from 2013 -2021 qualitative and quantitative objectives and exceeding Abbott expectations in (2016,2019)
- Awarded as 2<sup>nd</sup> best achiever in 2016,2019
- Awarded for best performance in 2019.
- Project manager for two main projects in the company all over the kingdom (Anti Fenogal campaign-Indirect Campaign)

## Courses

- **Mini Mba , 2019.**Abbott
- **Certified Online Courses 2015 -2019**
  - Effective listening
  - Ask great Questions
  - Achieving goals
  - Time Management Fundamentals
  - The Science of Sales
- **Assertive communication skills**, 2015, Abbott
- **Presentation skills** 2014, Abbott
- **Advanced selling skills** 2013,Abbott
- **Selling skills 2011**, Eva pharma

## Computer Skills

- **Excellent:** - (Microsoft Word, Power Point, Microsoft Excel).

## Language Skills

**Arabic:** (Mother Tongue).

**English:** Fluent (spoken, written).