

Eng. Abdelaziz Mahmoud Eldabbagh CV



Nationality: Sudanese
Date of Birth: 13th September 1983
Social Status: Married
Address: Riyadh, Saudi Arabia
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ACADEMIC EDUCATION: -

Graduated in -August 2005- from October 6 University (Egypt), Bachelor in medical science of technology in medical equipment

- **CAREER SUMMARY: -**

- **JOINING FUAD ALFADHLI CO. (Senior sales account manager) March 2013- up to date**

- 1- **Histopathology products – THERMO FISHER Anatomical Pathology /** labeling and tracking – tissue processing and embedding – cryotomy – microtomy – staining & cover slipping – consumables and storage – cytology – pathology workstations

- 2- **point of care products: -**

ABBOTT / Alere co. (rapid lateral flow diagnostic test and Molecular machine)

- 3- **Microbiology products: -**

OXOID Co. Antibiotic Susceptibility Discs + Atmosphere Generation Systems

BIO SYNEX (FUMOZE) Co. parasitic serology mycology products

- 4- **Chemistry products:**

BIOMERIEUX Co. clinical chemistry reagent

- 5- **Hematology products: -**

HELENA Co. (coagulation analyzer machines 1 & 2 & 4 channel called c-series devices and diagnostics reagents

- **JOINING YAHMAA MEDICAL Co. (Senior product manager) January 2010- 2013**

Products: -

- 1- **GENADYNE CO.** Negative Pressure Wound Therapy (VAC machine).
- 2- **MULTIGATE CO.** O.R Disposable
- 3- **SCHRIEBER CO.** O.R Instruments

- **JOINING HOSPITAL CORPORATION OF ARABIA Co. (sales specialist) March 2006-2010**

Products: -

- 1- **MICRO AIR CO.** Surgical power drills
- 2- **SCANFLEX CO.** Apron radiation protection.
- 3- **OSI CO.** Orthopedic table surgery

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- **PROFESSIONAL TRAININGS: -**
- **value selling fundamental** Period 15 May, 2016 to 20 May 2016 **Vienna Austria: -**

Contents workshop: -

Value prompter, OPC questioning process, qualified prospect formula, differentiation vision match, mutual plan

- **Professional Selling Skills (PSS)** Period 6 Oct, 2012 to 11 Oct 2012 **Riyadh KSA: -**

Contents workshop: -

Strengths, Marketing, Mix Effective Marketing, Characteristics of Successful Representatives, Buying Motives, Call Preparation, selling yourself, Call Management, Approach, Probing, Reinforcing, Active Listening, Visual aids, overcoming of Objections, Challenging, gaining a commitment to action, Typical closes of a Call, Post call analysis, Follow Up.

- **El Sarh Medical Engineering (S.M.E)**. Certificate of Completion Successfully Completed - The Endoscopy Training Course. (From April 2005 to May 2005) **(Egypt Cairo)**
- **El Sarh Medical Engineering (S.M.E)**. Certificate of Completion Successfully Completed - The Ultrasound Fetal Heart Detector & Monitor Training Course. (Dec.2004) **(Egypt Cairo)**
- **The Center For Advanced Software And Biomedical Engineering Consultations (CASBEC)**. (Nov.2004) in Cairo university **(Egypt Cairo)**

- **Personal skills: -**

- Proficiency at communicating people and generating enough interest to continue the dialogue.
- Ability to work within a multicultural and multinational environment.
- Motivation and leadership of team and individual team members.
- Strategic planning skills.
- Problem solving & decision –making skills.
- Effective presentation skills.
- Negotiation skills.
- Questioning & active listening skills.
- Interpersonal skills.
- Good financial & commercial understanding.
- Handling stress, conflicts, and pressure in a positive way.
- Quick learner.
- Full knowledge of the city of Riyadh and the ability to discover new area.
- Excellent PC Skills - Microsoft Office (Word, Excel, PowerPoint) Internet

- **Language** Arabic (native) English (fluent)
- **Linkedin link** <https://www.linkedin.com/in/abdelaziz-eldabbagh-3ba38b103/>