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Mohamed Nabil -Hafiz



Profile:

Over 11 years' Of Wide experience around All KSA territories with solid business relationship with key accounts such as:

- **Al Nahdi Pharmacy Chain.**
- **Al Daawa Pharmacy Chain.**
- **United Pharmacy Chain.**
- **Whites.**
- **Boots.**
- **All chain and individual pharmacies in Jeddah.**

Highly skilled in Negotiation, Market Planning, Business Development and Strong sales professional

With diversified experience within the different OTC categories such as:

- **Baby Milk**
 - **Pharmaceutical products**
 - **Cosmo-ceutical products**
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- **Enjoying challenges & demonstrated history of working in the cosmetics.**
 - **Understand customer needs and suggest effective business obstacles solutions.**
 - **Maintain strong working relationships with key customers and identify new business opportunities.**
 - **Address customer concerns promptly.**
 - **Sales forecast on annual, quarter and monthly bases.**
 - **Develop promotional ideas and material Follow up on collection and reconciliation.**
 - **Have a positive attitude and great interpersonal skills within the work environment.**



Experience

3/2018 – 3/2019
Western Retail Manager

SITCO Maxon & Joelle.
Western, Area

- Product launches and introduction in key account
- Formulating and managing deals and contracts
- Stocks management and dispensing plans.
- Products: (**MAXON & Glow Radiance**)

5/2015 – 1/2018
Key account Nuxe
Arabia

Biotech gulf Office.
Jeddah, Saudi

- Medical background upon experience
- Presentation skills & group meetings
- Account management.
- Associate brand manager One Year
- Brand: (**NUXE**)

4/2014 – 3/2015
Senior Eastern

Al Nahda Ducray.
Eastern Area

- Product launches and introduction in key account
- Formulating and managing deals and contracts
- Stocks management and dispensing plans.
- Products: (**DUCRAY**)

3/2010 - 3/2014
Senior Sales rep

Tamer Company
Eastern area, Saudi Arabia

- Sales and collections
- Coordinate with the merchandizing team for both products availability and visibility
- Follow up on expiry goods.
- Brands: **Nestlé (NIDO – Cirelac – Candrel)**

3/2008 - 3/2010
Sales rep

ZIMO Company
Western area, Al Baha

- Sales and representative
- Coordinate with the merchandizing team for Novalac products availability and visibility
- Follow up on expiry goods.
- Brands: **(Novalac)**



T r a i n i n g s C o u r s e s

- FMBA
- ICDL
- Negotiation Course
- CPD
- Selling skills



E d u c a t i o n

- **University degree** : BA/High Institution for Social Service, Port said City
- **Graduation year** : 2007



Interpersonal Skills

- The ability to lead effectively is based on a number of key skills
- Make good decisions in support of your strategy delivery.
- Self-motivated and committed.
- Highly organized and reliable.
- Have a very good communication skill.
- Ability to impose positive changes.

Personal Data

- **Date of birth** : 30/04/1985.
- **Place of birth** : Kuwait.
- **Current Place** : Jeddah
- **Nationality** : Egyptian.
- **Gender** : Male.
- **Marital status** : Married.
- **Iqama Status** : Transferable



References available upon request