

Curriculum Vitae

Sabry Yousef Mosa

PERSONAL SUMMARY

Senior key account manager with 20 years of experience in the management and supervision in the sales and marketing for Medical equipment, optical, sunglasses, contact lenses, MOH tenders and pharmacies

Leadership personality with flexibility and ability to lead and manage any team with multi tasks, very high communication and coordination skills, ability to import knowledge and build strong relationships with medical professionals, employees, and co-promotes

Effective leader and skilled negotiator with distinguished abilities in directing, leading, training & motivating the large multicultural workforce

Had the opportunity to attend training in many countries around the world organized by the manufacturers of the products gave me a strong technical understanding of their products and the competitor's products which supported my sales talents

Solid training background includes empowering individuals to achieve sales goals

Flexible and adaptable, focusing on meeting company goals. Proven ability to develop and maintain positive long-term working relationships with Clients which made me the best achiever many times during the very tough market conditions



PERSONAL INFORMATION

Name:	Sabry Yousef Mosa
Address:	Jeddah - KSA
Date of Birth:	25/10/1978
Marital Status:	Married
E-mail:	d_sabry@hotmail.com
Mobile:	+966500551531
Iqama :	transferable

EDUCATION AND PROFESSIONAL STATUS

B.Sc. in Pharmaceutical Science – Al Azhar University –Year 2002

EXPERTISE:-

- 3 years as a successful key account manager
- 3 years as a successful product specialist with 3 consecutive KSA best achiever
- 6 years as a successful product specialist
- 2 years pharmacies purchasing manager
- 5 years pharmacist in pharmacies Egypt / KSA.

ADDITIONAL COURSEWORK AND TRAINING

- CRM program course
- Selling skills training course
- Customer satisfaction training course
- Mini MBA Diploma Arab Union Center- Jeddah KSA (2016).
- American course for clinical pharmacy (gravity medical Science Center Giza / Egypt)
- Online English course to prepare for ielts
- Scutwork Negotiation

EMPLOYMENT SUMMARY:-

From	To	Company Name	Position
2018	Present	Amico group	Key account Manager
2015	2018	Amico group	Senior product specialist
2012	2015	Amico group	Product specialist
2009	2012	Constant trading activity	Sales executive
2006	2009	Alkadi pharmacy group KSA	purchasing Manager
2003	2006	Al Mohamdia pharmacy KSA	pharmacist
2002	2003	Farrag pharmacy	pharmacist

EMPLOYMENT DETAILS:-

Current Employer: - AMICO Group **April 2018 – present**

AL Amin medical instrumental co: Jeddah

Job title: key account manager

Responsibilities

Create strategic plan for all vision care products (contact lenses & Solution & equipment)

Dealing with the KOL's & key partners.

Creating new opportunities

Organizing & planning for all sales & marketing efforts.

Dealing with the media & marketing agencies.

Employer: - AMICO Group **May 2015 – April 2018**

AL Amin medical instrumental co: Jeddah

Job title: Senior product specialist

Responsibilities

- Promoting Alcon vision care soft contact lenses clear, colour segment and Contact lenses care solutions (Air Optix family, Dailies family, Freshlook family, Opti free solution)
- Signing annual contracts with key accounts (ALPHA optics, Al Bashawry optics, Baflah Optics, Bamajalli Optics)
- Applying and modulating our marketing activities with key account according to our agreed plan.

Employer: - AMICO Group Oct 2012 –May 2015

AL amin medical instrumental co: Jeddah

Job title : Product specialist

Responsibilities

- Promoting Alcon vision care soft contact lenses and contact lens care solutions in Jeddah city.
- Providing marketing team with competitor activities and optical market dynamics.
- Involving our marketing team in our required marketing activities.

Employer: - Constant trading activity CTA Oct 2009 - Oct 2012

Job title: sales executive

Responsibilities

- Medical devices and lab kits sales for private and MOH Hospitals)
- MOH tenders in western area like (KFAFH * KAMCJ *NJH)
- Preparation labs for several faculties like pharmacy and science faculty)

Pharmacies experience

- Purchasing manager Al-Qady pharmacy group Jeddah 2006/2009
- Supervisor of Mohamadya pharmacy group Jeddah 2003 /2006
- Pharmacist in Farrag pharmacy, Khafr El-Shiekh 2002 /2003